

GRAIN & FEED JOURNALS

CONSOLIDATED

A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter

Your Duty as Reflected by the National Convention

Unfortunate indeed were the grain and feed dealers who were unable to attend the National Convention, to enjoy the brilliant discussions of the urgent problems now confronting the trade and to participate in the many amusing contests and entertainments arranged for the enjoyment of delegates every afternoon and evening at French Lick. The arrangements for this convention were not only complete in every detail, but the program was carried out with a smoothness that delighted every attendant.

The splendid addresses presented at each session emphasized the necessity of all good citizens co-operating actively in the destruction of the burdensome bureaucracy now depressing agriculture and business generally. Speaker after speaker reiterated and emphasized the urgent necessity of every citizen catechising all candidates for both houses of Congress and pledging them to abolish the innumerable boards, buros and commissions now serving no purpose other than to provide sinecures for tax eaters.

The unanimous conviction dominating the entire convention was that all voters must demand the retirement of government from all of its business activities; that every far sighted American citizen who has a comprehensive understanding of the proper functions of government should demand the abolition of the Federal Farm Board and the Shipping Board with their enormous revolving funds. Neither the Federal Trade Commission or the Tariff Commission have ever accomplished anything worthy of their names. The government should cease operating barge lines. The activities of the Interstate Commerce Commission should be limited to its original purpose of stopping discrimination between sections or shippers. Its wasteful expenditure of money in valuing railroad properties is worthless and many of its meddling practices are a handicap rather than a help to transportation.

The Department of Agriculture has a score of useless buros under its control which are a curse rather than a help to any class or individual. Its Market News Service is but a useless duplication of the efficient service now performed by the telegraph companies, the daily newspapers, the market sheets, the telephone and the radio. The Grain Futures Administration simply helps to drive buyers out of the farmers markets and hurts our agricultural producers beyond measure. The more speculators we have bidding for farm products, the higher will be the average range of prices obtained by the producers.

The licensing of grain inspectors under the Warehouse Act is confusing and should be stopped.

The snoopers employed by the department under the Food and Drug Act have performed no useful service. They belong in the same category with the meat inspectors who often find fault with products sold, without just excuses for their action other than a desire to advertise their own activities. The burden of false deliveries or misbranded goods as well as the burden of any sharp merchandising methods will always rest on the seller. No uncommercial practices of sellers can justify the employment of an army of inspectors at the expense of disinterested taxpayers. Laws requiring merchants to deliver what they sell or to bear the expense of their own prosecution for false deliveries, would do away with an army of inspectors and snoopers and place the burden of prosecution on the sellers who deliver false or defective merchandise.

It is the plain duty of every member of the trade to peruse carefully the splendid addresses presented at French Lick and published in this number, and to act promptly in securing from candidates for Congress in their district, pledges for early relief from government competition and picayunish government regulation and limitation of legitimate business. We have too many sneaks snooping around in the name of government digging into the trivialities of life and striving to regulate the private and public life of the individual to the end that more of the hungry horde may be employed in useless supervision.

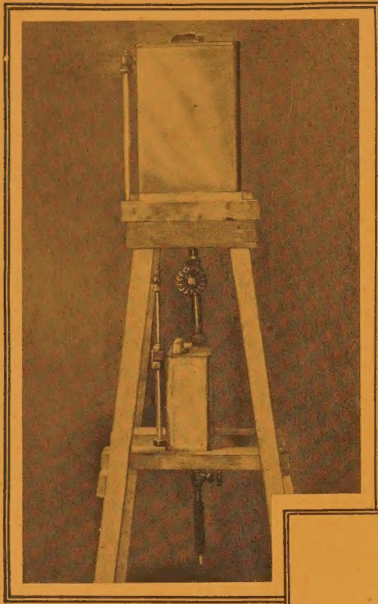
The average American bitterly resents being instructed by some lazy clerk on how to dress his children, to furnish his house, to build a furnace fire or to conduct his business. Citizens are just as honest as the bureaucratic halo wearers who are trying to strangle all private initiative.

When we get rid of the army of meddlers who in the name of government are now discouraging business through their ridiculous regulations and limitations, business will jump to its feet and rush into action with earnestness and determination.

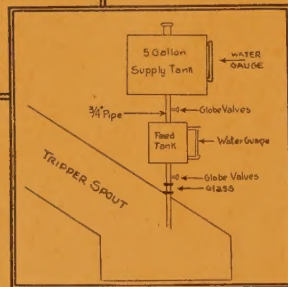
The business men of this land should be a unit in demanding a pledge for prompt relief from every Congressional candidate and the greater their activity between now and November 8th, the quicker will this nation be relieved from governmental competition, bureaucracy and regulation which now discourages and strangles private enterprise.

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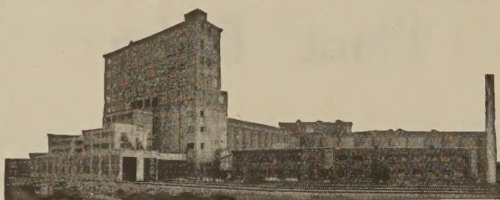
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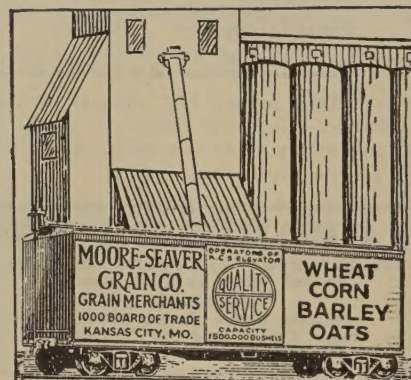
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Capacity 4,000,000 Bushels

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Merchants Exchange, St. Louis, Mo.
Receivers and Shippers
Grain, Seeds, Hay, Mill Products, Etc.
Efficient Service Since 1848

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Grain

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202 Merchants Exchange Bldg.
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**LANGENBERG BROS. GRAIN
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ST. LOUIS NEW ORLEANS

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We Buy, Sell, Store and Ship All Kinds of Grain,
Choice Milling Wheat and Rye Selected by Expert Buyers. Own and Operate Elevator "L."

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Upon readers patronage of its
advertisers depends the success
of Grain & Feed Journals Consolidated. Mention it. Thank
you.

Grain and Hay
Exchange Members

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GRAIN and FEED
Own and Operate the
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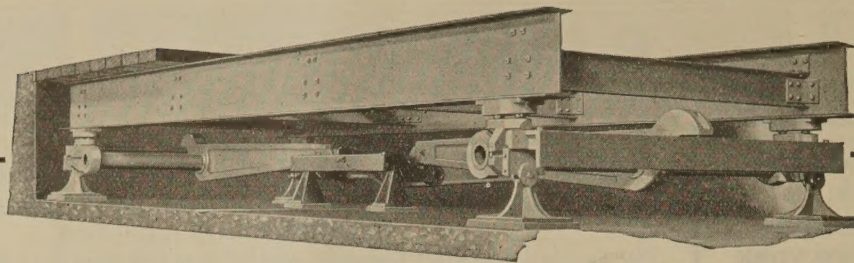
SAMUEL WALTON CO.

Established 40 Years
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GRAIN—HAY—MILLFEED—FLOUR

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Weart & Lysaght, Grain—Coal—Lumber, Cherokee, Iowa

20-ton—24' x 9' Gaston No-Twist

Consumers Coal Co., Ft. Dodge, Iowa

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PURCHASED FOR ENDURING ACCURACY!

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In Business 90 years—Not a part of any scale combine.

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The **MILL MUTUALS** have retained the goodwill of their policyholders through the years.

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1902

Write for the

1932

TRI-STATE SAVING PLAN

for Grain Elevators and other Mercantile Property

Also Residence Property insured against Fire and Windstorm

E. H. Moreland, Secretary

Luverne, Minn.

Record of Cars Shipped

This double page form is designed especially for country shippers in keeping a complete record of each car of grain shipped from any station or to any firm. On each double page are the following column headings: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9½ x 12 inches, and contains 160 pages of ledger paper, 29 lines to each page, and has spaces for recording the foregoing facts regarding 2320 carloads. It is well bound in strong boards with karetol back and corners.

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Consolidated

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NOW IS THE TIME

to build or overhaul your elevator. Costs
of labor and material were never lower.

Let us quote on your work.

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Thermometer System

Protects Your Grain

Estimates cheerfully given.

Write us for catalog No. 6.

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Sample Envelopes

for mailing samples of grain, feed
and seed. Made of heavy kraft pa-
per, strong and durable; size, 4½x7
inches. Have a limited supply to sell
at \$2.60 per hundred, or in lots of
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Ball Bearing, Low Intake, Non-
chokeable, Automatic Takeups,
20" Diameter Pulley, Large Ca-
pacity.

*Use Rubber Covered Cup
Belt—It Pays*

WHITE ★ STAR ★
COMPANY

Wichita, Kansas

Headquarters for
GOOD ELEVATOR EQUIPMENT

HORNER & WYATT

*Consulting Engineers to the
Grain Trade*

470 Board of Trade

Kansas City, Mo.

Write to us for PLANS, SPECIFICATIONS
AND ESTIMATES for GRAIN ELE-
VATORS, FLOUR MILLS, FEED MILLS,
WAREHOUSES and POWER PLANTS.

Santa Fe Elevator "A"

Kansas City, Kans.



Capacity
10,500,000 Bushels

John S. Metcalf Co.,

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105 W. Adams St., Chicago

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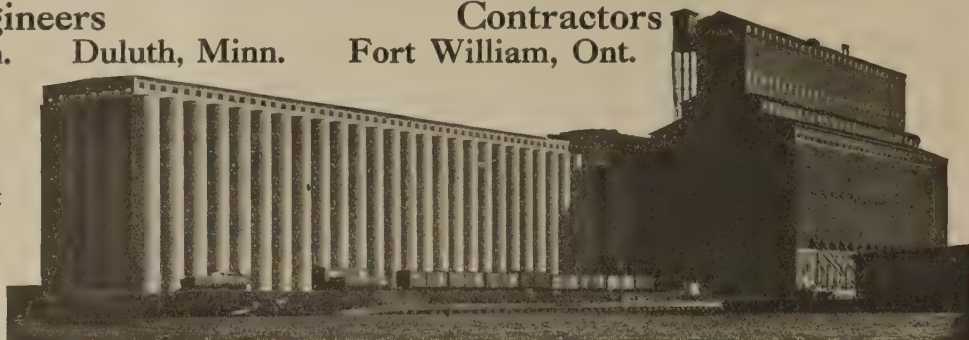
837 W. Hastings St., Vancouver, B. C.

17 Dartmouth Street, London, England

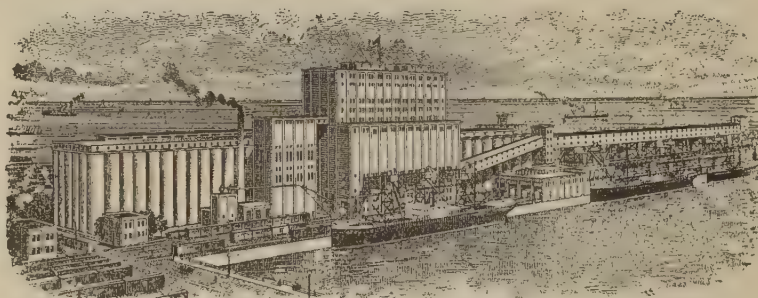
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Engineers Contractors
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Designed and Built
this 3,000,000 Bushel
Grain Storage Annex
to Great Northern
Elevator "S"
Superior, Wis.



Capacity
5,000,000
Bushels



Equipped with
Four Stewart
Link-Belt
Grain Car
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

JAMES STEWART CORPORATION
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W. R. SINKS,
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FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

Jones - Hettelsater Construction Co.

Mutual Building. — — Kansas City, Mo.

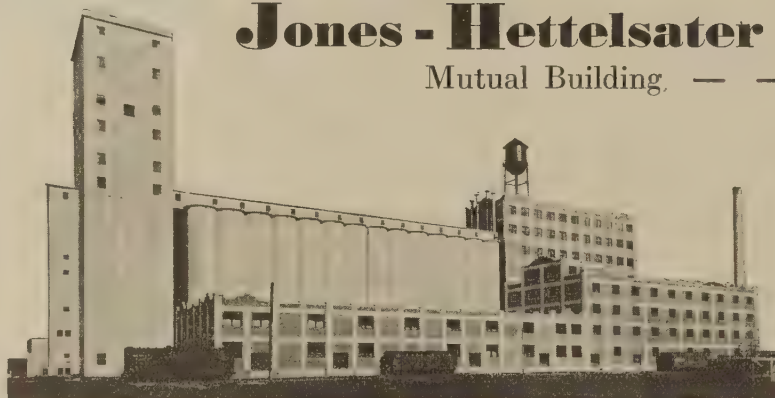
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Grain Elevators
Feed and Flour Mills

Pillsbury Flour Mills Co.
Springfield, Ill.

1,000,000 bus. Elevator

8 Story Flour Mill — 4 Story Cereal Mill
2 Story Warehouse

*designed and constructed by us under a
single contract.*



BENDER HOIST

TRAVELING ELECTRIC TRUCK DUMPS

Strength for the Heaviest Trucks—
Speed for fast handling in the Rush Season—
Flexibility for the variety of your Dumping Requirements—

Will handle any length truck or wagon and dump into all pits. Easy to install—simply tie track supports to driveway walls, attach electrical connections, put the dump in place and it is ready for operation. Battery type dump made for those elevators without electricity.

Drop us a line and let us tell you about them.

BENDER HOIST MANUFACTURING CO.
OMAHA, NEBR.



WESTERN

— GRAIN ELEVATOR EQUIPMENT —



Western Pitless Sheller with Cog Belt Drive



Overhead Electric Truck Dump

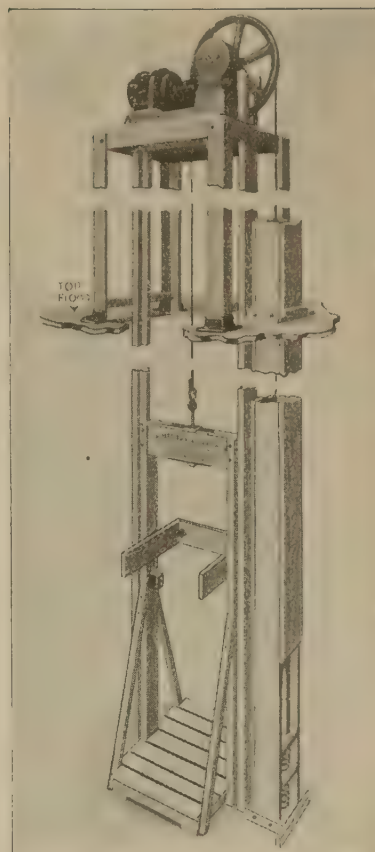
UNION IRON WORKS

NEW

The **ELECTRIC MANLIFT** takes its place alongside our Electric Truck Hoist and Motor Driven Corn Sheller.

Write us for complete information and prices.

DECATUR,
ILLINOIS



WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Head Drive
Attrition Mill	Leg Backstop
Bag Closing Machine	Lightning Rods
Bags and Burlap	Loading Spout
Bearings {Roller	Magnetic Separator
Ball	Manlift
Belting	Moisture Tester
Bin Thermometer	Motor Control
Bin Valves	Mustard Seed Separator
Bleachers and Purifiers	Oat Clipper
Boots	Oat Huller
Buckets	Plans of Grain Elevators
Car Liners	Portable Elevator
Car Loader	Power {Oil Engine
Car {Puller	Motors
Car {Pusher	Power Shovel
Car Seals	Railroad Claim Books
Cipher Codes	Renewable Fuse
Claim (R. R.) Collection	Rope Drive
Clover Huller	Safety Steel Sash
Coal Conveyor	Sample Envelopes
Corn Cracker	Truck
Conveying Machinery	Hopper
Distributor	Automatic
Dockage Tester	Scale Tickets
Dump	Scarifying Machine
Dust Collector	Screw Conveyor
Dust Protector	Seed Treating {Machine
Elevator Leg	Chemicals
Elevator Paint	Separator
Feed Formulas	Sheller
Feed Ingredients	Siding-Roofing {Asbestos
Feed Mixer {Dry	Steel or Zinc
Molasses	Silent Chain Drive
Feed Mill	Speed Reduction Units
Fire Barrels	Spouting
Fire Extinguishers	Storage Tanks
Friction Clutch	Testing Apparatus
Grain Cleaner	Transmission Machinery
Grain Drier	Waterproofing (Cement)
Grain Tables	Weevil Exterminator
Hammer Mill	Wheat Washer

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

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Grain & Feed Journals, 332 So. La Salle St., Chicago

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Down state's largest and finest. Central Illinois transient, tourist, social, civic headquarters.

500 Rooms, 500 Baths
1 person, \$2.50 to \$4.50 (extra person only \$1.00 additional).
Suites \$10 to \$25.

400 car garage
H. Edgar Gregory
Manager

HOTEL PERE MARQUETTE



Duplicating Scale Ticket Book

A labor saving scale ticket book in which the buyer keeps a carbon copy of the entries made on every scale ticket issued, so altered or spurious tickets may be readily detected.

This book contains 200 leaves, 100 white bond, machine perforated leaves bearing 800 tickets of form shown, interleaved with 100 blank manila sheets. Supplied with 4 sheets of No. 1 carbon paper, size 8½x11 inches. Order Form 62. Price, \$1.60, f. o. b. Chicago. Weight, 3 lbs.

Cash with order for twelve books earns 10% discount.

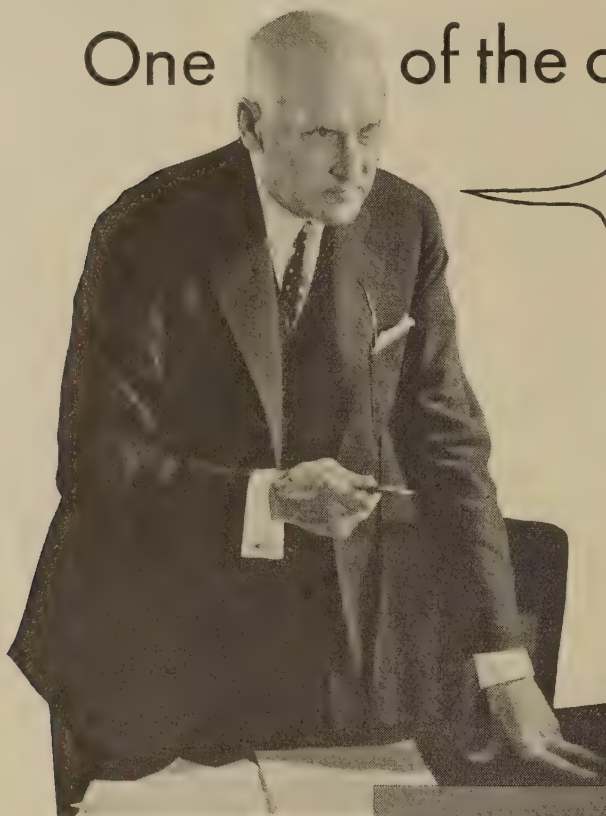
GRAIN & FEED JOURNALS Consolidated
332 So. La Salle St., Chicago, Ill.

Bought of _____ 19____	
Load of _____	
Price _____ per cwt.	Gross _____ lbs.
Price _____ per bu.	Tare _____ lbs.
Driver—On. Off.	Net _____ lbs.
	Net _____ bu.
	_____ Weigher.

One-fourth actual size.

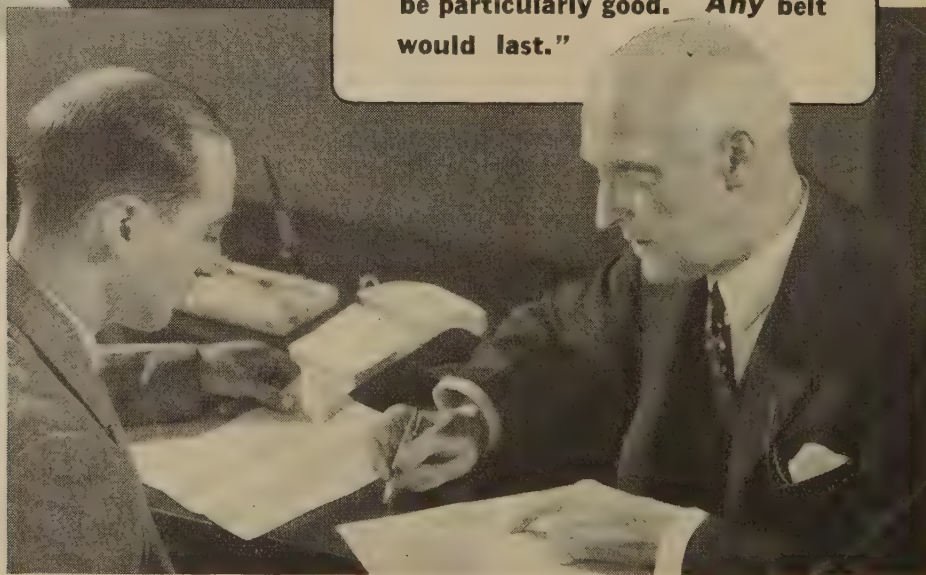
Is BELT-MAKING

One of the oldest belt-making firms



1 "You say you think grain belts used to last longer than they do today? Well, probably they did. But think what an easy time of it they had."

2 "Slow speeds, light loads, often in the semi-darkness of old, poorly lighted elevators—conditions ideal for the preservation of rubber. Why, a grain belt didn't *need* to be particularly good. *Any* belt would last."



DIAMOND'S knowledge of grain belt manufacture, operation and maintenance is based on an experience of more than thirty years.

Diamond executives have long been recognized as authorities in the grain belt field. For years, they have engaged in extensive studies of conveying methods. They oversee the manufacture of your belts in the Diamond factory, check

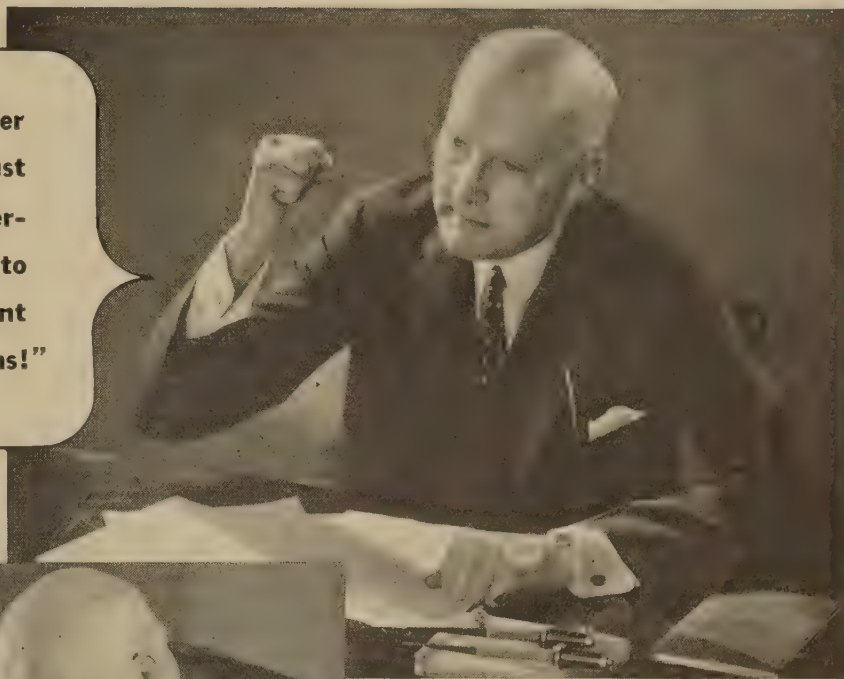
their performance in your elevators and plants.

Diamond has many additional facts of vital interest to you. How the Diamond rubber compound has kept pace with changing conveyor methods. How Diamond grain belts apply to your own particular needs. In what specific ways they can reduce your handling costs. Write to Diamond. Our counsel entails no obligation.

a LOST ART?

answers this question in no uncertain terms

3 "Not today though! You and other buyers have found out that just *any* belt won't do. You're interested in quality, and you listen to the manufacturer who can point to many successful installations!"



4 "Now, a belt is only as good as its friction. And that's why Diamond belts excel. Through the years, Diamond has learned the art of making a rubber compound that withstands the severe conditions under which your belts must operate today."

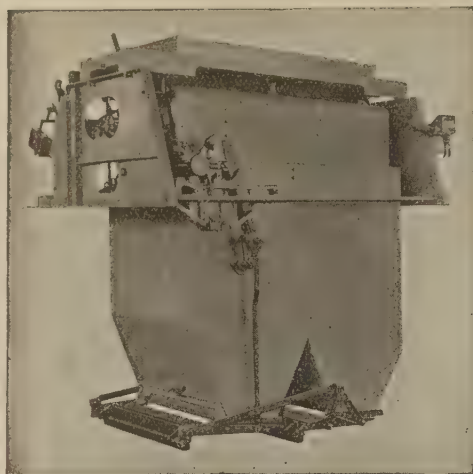
THE DIAMOND RUBBER COMPANY, Inc.
Akron, Ohio

Branches: Akron • Atlanta • Kansas City • New York • Philadelphia • Buffalo • Denver • Detroit
Boston • Dallas • Chicago • Seattle • Los Angeles • San Francisco • Cincinnati • St. Louis

Higher Speed In Loading and Unloading Cars

is now possible with the

RICHARDSON AUTOMATIC GRAIN SCALE



25 bushels per discharge

3000 bushels of oats per hour

4000 bushels of wheat per hour

Now it is possible to load or unload cars in less than half the former time.

In actual service, this scale has weighed 4500 bushels of OATS in one hour!

Requires less headroom, is faster, costs less, and has longer operating life than previous models!

EQUIP NOW FOR SPEED!

Write for prices and catalog 1219-B NOW

RICHARDSON SCALE COMPANY

Clifton, New Jersey

Omaha

New York

Chicago

Philadelphia

Minneapolis

Boston

Wichita

Atlanta

Los Angeles

Agents for Canada, Messrs. Peacock Brothers Limited, Montreal

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IN ST. LOUIS



\$250
to
\$450
Tub and Shower

Hotels

MAYFAIR

EIGHTH and SAINT CHARLES

and

LENNOX

NINTH and WASHINGTON

in ST. LOUIS

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REDUCTIONS ON ROOMS
MEALS, GARAGE, ETC.

In the very center of things.
Just a step from theater,
shopping and business
district. Admittedly offering
more personal room comforts
and refinements than any
other hotels in Saint Louis.

Circulating Ice Water Free Morning Paper
Bed Lamps Full-Length Mirrors
Club Meals Coffee Grill Garage

Cover's Dust Protector

Rubber Protector, \$2.00
Sent postpaid on receipt
of price; or on trial to re-
sponsible parties. Has auto-
matic valve and fine sponge
H. S. COVER
Box 404 South Bend, Ind.



When in Minneapolis
Stay at

The NEW NICOLLET HOTEL

Opposite Tourist Bureau on
Washington Avenue
The Northwest's Finest Hotel.
600 rooms with bath or
connecting.

Every room an outside room.
Largest and Finest Ballroom
in the Northwest.

Rates:

59 Rooms at \$2.00	257 Rooms at \$3.50
68 Rooms at \$2.50	41 Rooms at \$4.00
84 Rooms at \$3.00	38 Rooms at \$5.00
Suites and Special Rooms at \$6.00 to \$9.00	

MAIN DINING ROOM COFFEE SHOP

3 Blocks from both Depots, Re-
tail Center and Wholesale Center.
W. B. CLARK, Mgr.

Railroad Claim Books

require little of your time for filing,
and contain spaces for all the neces-
sary information in the order which
assure prompt attention on the part
of the claim agent. They increase and
hasten your return by helping you
to prove your claims and by helping
the claim agent to justify payment.

A is for Loss of Weight in Transit Claims.
B—Loss in Market Value Due to Delay in
Transit.

C—Loss in Quality Due to Delay in Transit.
D—Loss in Market Value Due to Delay in
Furnishing Cars.

E—Overcharge in Freight or Weight.

These claim blanks are printed on
bond paper, bound in book form,
each book containing 100 originals
and 100 duplicates, a two-page index,
instructions and summary showing
just which claims have not been paid,
and four sheets of carbon.

The five forms are well bound in three
books, as follows:

411-A contains 100 sets all Form A.
Price, \$2.00. Weight 3 lbs.

411-E contains 100 sets all Form E.
Price, \$2.00.

411-5 contains 60 sets Form A, 10 Form
B, 10 Form C, 10 Form D and 10 Form E.
Price, \$2.00.

Grain & Feed Journals CONSOLIDATED

332 South La Salle St. Chicago, Ill.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE

TEN IOWA AND ILLINOIS Elevators for sale, will sell one or all. Priced for quick sale. O. A. Talbott, Keokuk, Iowa.

NEBRASKA—50,000 bu. elevator for sale; good crops. Address, 69R5 Grain & Feed Journals Consolidated, Chicago, Ill.

NEBRASKA—A BARGAIN—Elevator on St. Francis branch C.B.&Q.; priced right; terms; \$500 handles it. 1147 Board of Trade, Kansas City, Mo.

Every penny invested in a Journal "Wanted—For Sale" ad returns an amazing per cent of profit.

HOLTON, KANS.—15,000 bu. frame elevator fully equipped for sale for \$1,000. Immediate possession. J. E. Hayes, Receiver, Holton, Kans.

OHIO—12,000 bu. elevator for sale; in fine condition; feed grinder; general line of feed and coal; on private ground; along N. Y. C. R. R. Priced to sell. Box 312, Ashley, Ohio.

On the other end of the Journal's "Wanted—For Sale" columns you will find 9,000 grain dealers anxious to know what you have for them.

GRAIN ELEVATORS FOR SALE

One at Munden, Kansas, Rock Island. One at Cuba, Kansas, Burlington. Bargain and liberal terms. First National Bank, Fairbury, Neb.

FIVE ELEVATORS FOR SALE

With lumber, coal and sidelines in Northern Illinois; will sell one or all. Low price for quick sale to close estate. Big crop. Address 69T19 Grain & Feed Journals, Chicago, Ill.

ILL.—25,000-bu. elec. equipped elevator for sale; oat huller; corn and feed grinder; own the land; served by C.B.&Q. and T.P.&W.R.R. switches. Best grain territory in state. Priced to sell. D. S. Simonson, Bushnell, Ill.

NO NEED FOR FORMALITIES—You don't need an introduction to Journal Want-Ads. They will help you without, whatever your problems may be.

MINNESOTA cleaning and transfer elevator for sale; 130,000 bushels; three track scales; good cleaning machinery; electric power good condition. Excellent transit location; fine dairy territory. Bargain easy terms payment. Write 66B6, Grain & Feed Journals Consolidated, Chicago, Illinois.

BARGAIN IF TAKEN AT ONCE—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business. USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

ELEVATORS FOR SALE

WISCONSIN—Two elevators in excellent grain territory for sale; handle around 3,000 bus. grain per year; also wonderful feed and coal business; a great opportunity for a live wire; best reasons for selling. Address 69T15, Grain & Feed Journals, Chicago, Ill.

ELEVATOR FOR SALE OR RENT

NEBRASKA—Elevator and lumber yard in southern Jefferson Co., for sale or rent; on C. B. & Q., 6,000-bus. capacity. Only one in town. Address Mrs. J. Prebyl, Odell, Nebraska.

ELEVATORS FOR LEASE

OKLAHOMA—Two Frisco elevators for lease; only elevators in towns; good corn crop—wheat—coal. Address 69Q3, Grain & Feed Journals Consolidated, Chicago, Ill.

ELEVATORS WANTED

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

ELEVATOR & FEED MILL FOR SALE

MINNESOTA—Elevator and Feed Mill for sale; wonderful opportunity; good trade; age-sickness. Box 214, Wells, Minn.

ELEVATOR & FEED BUSINESS FOR SALE

SOUTHERN ILLINOIS—Best elevator and feed business for sale; ship 150 to 200 cars grain annually. For full particulars write 69T9, Grain & Feed Journals, Chicago, Ill.

FLOUR AND FEED MILL

PENNA.—Up-to-date Flour and Feed Mill for sale; water power and coal oil burning engine; 60-bbl. capacity; Wolf machinery; bldgs. and machinery in first class condition; good neighborhood; long established trade; priced for quick sale. Address National Bank & Trust Co. of Kennett Square, Kennett Square, Pa.

SHERIFF FORECLOSURE SALE

on 35-bbl. water and elec. power flour and feed mill; 2½-story frame bldg., whse. 33x36; Barnard & Leas machinery all in running order; self-rising flour mixer as well as feed mixer; 3 acres of land; 8-room house; two garages; barn; hen and hog house; good well; church and schools in the village. This mill is located in a good dairy section at Clarks Mills, Manitowoc County, Wis. Mill will be sold on 3d day of Nov., 1932, to the best bidder, at 10 o'clock in the forenoon at the east door of the courthouse in the city of Manitowoc, Wis. Terms of sale are cash. Total of judgment on which the foreclosure sale is being made is approximately \$6,000. Inquiries should be directed to Frank Doubek, judgment creditor, Cato, Wis., R. F. D. No. 1.

Some SERVICE to your ads. I sold my elevator to the first man that answered the ad. But I received a nice number of inquiries, too. Kansas Dealer.

ELEVATOR BROKERS

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. McGuire, 6440 Minerva Ave., Chicago, Ill.

FLOUR MILL FOR SALE

OHIO—75-bbl. Flour Mill with Feed Department for sale; operating, good location, established trade; good reason for selling. Address Buckeye Milling Co., Mt. Gilead, Ohio.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches. Have limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

Bargain Sale in Soiled and Shelf Worn Books

Record of Receipts.—We have a small stock of these Price Current Grain Reporter form 83 which we are selling out at bargain prices. They are good grain receiving records, size 15½x10½ ins., 150 pages, linen ledger paper, well bound, with cols. for "Date, Driver, Gross, Tare, Net, Bus., Price, Kind, Seller, Amount," in the order named. Priced at only \$2.50, as is.

Memo of Agreement.—Grain contracts for contracting grain and seed from farmers; is extensively used by grain dealers to avoid taking chances with verbal contracts. Originals are printed on bond paper, machine perforated so they may be easily removed; duplicates are also on bond paper. Check bound, 50 sets to a book with two pieces of carbon paper. Order by name, special price 75 cents to close out.

Feed Trade Manual, a reference book for all engaged in the custom grinding and mixing of feeds. Contains hundreds of formulas for all kinds of feed for any section of the country. Data about state feed laws, feedstuff definitions, weights, ingredient composition and useful facts for the feed industry are also included and indexed. One soiled shelfworn copy, \$1.00 plus postage. Order Feed Manual Special.

Gold Bricks of Speculation, a study of speculation and its counterfeits and an expose of the methods of bucketshop and "Get-Rich-Quick" swindles. We have a few of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. Weight 4 lbs. Order "Gold Bricks of Speculation Special."

Improved Railroad Claim Blanks require little of your time for filing, and contain spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment. Are printed on bond paper, bound in books, each containing 100 originals and 100 duplicates, with two-page index, instructions and summary, with four sheets of carbon. The original is sent to the claim agent, and carbon copy remains in the book, as a record of your claim. Sells for \$2. Have few loosely bound and soiled, one at \$1, four at \$1.25 and two at \$1.50. Order 411-E (overcharge in freight or weight) "Special."

All prices are f. o. b. Chicago.

GRAIN & FEED JOURNALS Consolidated
332 South LaSalle St. Chicago, Ill.

FEED PLANT FOR SALE

CLEVELAND, OHIO—Feed plant for sale, on N. Y. C. R. R., formerly the Lake Shore Elevator; modern concrete house; complete mixing and grinding machinery. W. C. Seaman, 2520 Market Ave., Cleveland, Ohio.

BUSINESS OPPORTUNITIES

HALF INTEREST carrying managership in feed mill and elevator for sale. Good location. Easy terms. Write Box 35, Hooker, Okla.

NORTHERN ILLINOIS—Only lumber, coal, etc., yard in village; staple stock, steady income, small value buildings; low price close estate. Cash. Grain elevator available for rental. Holcomb-Dutton Lbr. Co., Sycamore, Ill.

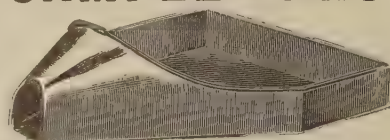
WHATEVER your business may be, it will find a ready market if advertised in the "Business Opportunities" columns of GRAIN & FEED JOURNALS, Chicago. 9,800 grain men look to these columns twice each month for real opportunities.

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POSITION WANTED as working elvtr. supt. of local mill or terminal elvtr.; 15 yrs. actual exper., mostly terminal elvtrs.; thoroly familiar with all feed mchy., also grain mixing and blending. Best refs.; can go anywhere. 69T16 Grain & Feed Journals, Chicago.

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Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of the metal will not rust or tarnish; assists users to judge of the color and to detect impurities.

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Large stock of motors and generators, A. C. and D. C., new and rebuilt, at attractive prices. Special bargains in hammermill motors 30 to 60 h.p., 1200 and 1800 r.p.m. Write for stock list and prices. Expert repair service. V. M. Nussbaum & Company, Fort Wayne, Ind.

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MILL EQUIPMENT For Sale including Anglo-American Hammer Mill and New Rosco Huller and all Modern Equipment. Will sell with building or lease building to purchaser of mill equipment. Enjoying good business but must sell to close estate. Write Marjorie Barney, Adair, Ia.

COMPLETE FLOUR MILL MACHINERY for sale, consisting of 4 double stand roller mills 9x4 rollers; Robinson plansifter; bran duster; centrifugal reel; 15 elevators; grain cleaners; automatic scale; purifier; 3 pair high rollers; 3 round reels; 35-hp. electric motor; 50-hp. Morse gas engine. All machinery in excellent condition, as it has hardly been used. Antioch Milling Co., Antioch, Ill.

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WANTED—9x30 and 9x36 Roller Mills. Bag Closing Machines. Mixers. Address price and full description to 68H2, Grain & Feed Journals, Chicago, Ill.

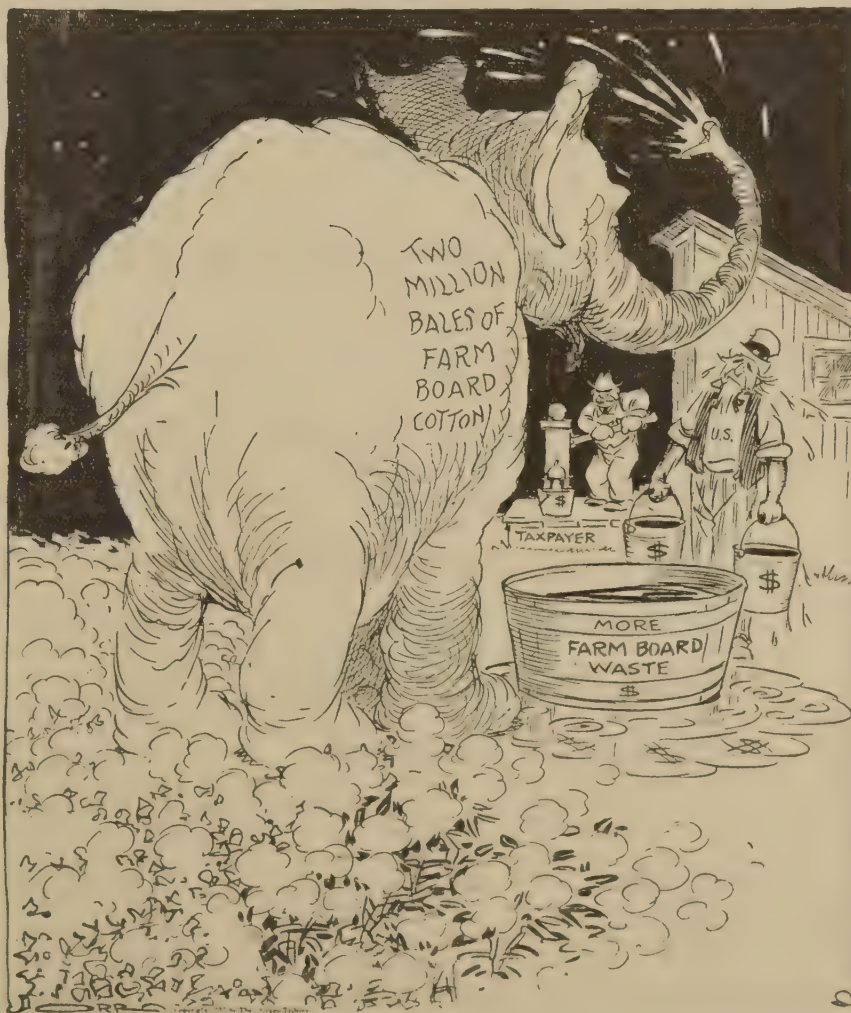
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From Chicago Tribune.

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LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, SEPTEMBER 28, 1932

THIEVES are increasing their nightly attacks on isolated elevator offices, hence it behooves operators to deposit their valuables elsewhere.

HESSIAN fly has widely infested wheat in Ontario, and is more prevalent this year south-west from Ontario thru Indiana, so that wheat growers should be cautioned to adopt what control measures they can.

SHIPPING stored grain is getting North Dakota elevator operators into trouble with the state Railroad Commission. Shippers who sell stored grain often pay for it at an advanced price. It would seem impossible for the market to go much lower.

EXEMPTION from the check tax of 2 cents is possible under the procedure outlined in the Journal July 27, page 73, but the technicalities there mentioned must be observed. Dealers desiring to escape this tax will receive no assistance by writing the Bureau of Internal Revenue for information, as the bureaucrats are interested only in "protecting" the tax receipts.

AN INSECURE dump door dropped the manager of an Ohio elevator into the pit. A modern grating over the dump would have protected the manager from this accident and the machinery from much foreign matter.

THE NUMBER of new elevators and elevator improvements reported in this number should encourage the builders and supply men to tell of the improved grain handling facilities they have to offer. Elevator operators are preparing to handle grain efficiently.

POOL minded bureaucrats in the Farm Board's entourage are greatly disturbed at the announcement by the R. F. C. that it intends to loan money to farmers who are not members of any organization such as a Farm Board controlled setup. This will deprive the racketeers of one means of coercion.

REPEAL of the Agricultural Marketing Act would set agriculture back 20 years, fears the Chairman of the Farm Board. One farmer wrote the Chicago Board of Trade as reported in the address by its president elsewhere, "God speed the day," for, as stated by the speaker, wheat was worth 95 cents 20 years ago.

THE DOMESTIC ALLOTMENT plan is so thoroughly analyzed by Sydney Anderson at the National convention that everyone who desires to be well informed on contemplated legislation should read the address published elsewhere. It is the one farm relief bill on which the agrarian agitators have concentrated their lobby in a desperate attempt to pass the bill at the coming session of Congress.

LIENS of landlords, threshers and seedsmen must be watched closely as long as grain prices remain at their present low level. With oats so cheap those who have made unsecured advances to the tenant on the future crop find themselves crowded out by the landlord's lien. Advancing money to farmers on growing crops never was a good policy on account of the chance that the grower would not deliver; and now even tho he hauls the crop to the elevator all but claims of statutory lienholders are sometimes extinguished.

DEFEAT of Representative Strong of the first Kansas district for the Republican congressional nomination indicates that he gained nothing by sponsoring the bill to give the U. S. Dept. of Agriculture \$100,000,000 to aid in the sale of the Farm Board's stabilization wheat abroad. The vote indicates also that citizens in Kansas as well as in Texas, Iowa and more recently in Wisconsin are disposed to consign advocates of uneconomic nostrums to political oblivion. With the radicals in the discard business will recover more quickly.

FREIGHT RATES are as high now as they were in 1913, but the average price of oats, then 37½ cents, has fallen to 16 cents at present, and it is only fair that when commodities in general have fallen 34 per cent freight rates should be lowered. In contrast to the selling price of farm products we have the hourly wage of railway labor 160 per cent more than in 1913. It is safe to say wages of railroad men would have been reduced to a fair basis ere now had it not been for the difficulties imposed by federal control.

BLENDING the mixture thoroly when loading a car with different qualities of grain prevents the inspector from grading it down to the lowest found in the car.

A GOOD idle time occupation for the operator of the elevator is running wheat in which moisture or weevil, or both, are potentialities for future trouble.

THE NEW CORN crop promises to be of such gratifying quality and quantity farmers are selling their old corn to make room for the new and amazing the elevator operators of some sections with an unexpected rush of business.

JUNK MEN took such a fancy to the equipment of an idle elevator at Gladstone, Mich., during the last year that it will cost several thousand dollars to put it in running order. In another year these nomads with sticky fingers would probably have carried off the building.

THE ABSURDITY of the railroads borrowing from the government R. F. C. at 6 per cent to avoid default on bonds when the same government puts millions of dollars into a barge line without interest or taxes to take traffic away from the railroads ought to call a halt on the barge line experiment.

BURNING EAR CORN is unprofitable and should be discouraged by grain buyers. Those grain shippers who operate coal yards as a side line can inform their patrons that the University of Nebraska finds ear corn containing 25% moisture and worth 10 cents per bushel not as good nor as practical a fuel as average coal costing \$6.50 per ton.

EMERGENCY or temporary cuts in freight rates to move export grain at the expense of the railroad companies must be indulged in cautiously if at all. The immediate beneficiaries of a sudden reduction are those who have contracted wheat delivered; and, sometime, as in 1929, the foreign markets cut their buying price by the amount of the reduction, benefiting the domestic producer not at all.

SO MANY of the elevator fires of "unknown origin," which are reported in our news columns, start in the heads and boots, the old style plain bearings installed at the top and bottom of the chimney legs are forced to plead guilty. Inasmuch as the credit granted by the mutual fire insurance companies for the installation of anti-friction bearings will gradually pay for the improvement, even if the saving in power does not, no far sighted elevator owner will hesitate to make this perpetual profit paying improvement.

THE MICHIGAN Congressman who addressed the National convention on "Congress and the Grain Trade" offered a most constructive suggestion that a responsible and authoritative organization by grain dealers should speak for the farmers at Washington and displace the rabble of irresponsible lobbyists whose record shows have never studied legislation affecting the interests of the producer. The Michigan congressman would organize the farmers into a farmers and dealers association to protect the interests of both.

Lese Majeste in R. R. Tariffs

In compliance with the law requiring changes in rates to be published and filed with the Interstate Commerce Commission a group of railroads printed Supplement 23 to Tariff 316, but the subject matter filled only three of the four pages. Rather than let the fourth page go to waste some clever clerk in the railroads' tariff department used the back page to quote statements from the Traffic World about waterway competition and a statement by L. A. Downs, pres. of the Illinois Central, calling attention to the elder La Follette's folly in sponsoring the railroad valuation by the government on which \$185,000,000 of the railroads' and taxpayers' money has been wasted. It was by mandate of Congress that the Interstate Commerce Commission spent the money for this useless valuation, but the Commerce bureaucrats must have been peeved at this exposure of bureaucratic waste, for the order went forth:

It appearing further that page 4 of said schedule contains extraneous matter which has no bearing whatever upon the rates, rules, regulations and practices contained therein, it is ordered that the carriers be and are hereby directed to issue and file with the commission not later than Sept. 30, 1932, a supplement canceling supplement No. 23—which shall include all matter contained in the said supplement No. 23, except that it shall omit all matter shown on page 4 thereof.

The cost of reprinting the tariff is equivalent to a fine for the crime of lese majeste. Reprinting the schedule was a waste of money, but what government official objects to waste? The offending clerk can be thankful he lives in America and not in the Soviet where the bureaucrats could act on their impulse to shoot him at sunrise.

Highway Trucks as Trade Disturbers

When motor trucks first came into use they were hailed as a wonderful aid in the distribution of commodities, as being far superior to the horse drawn vehicle in the small radius of distribution possible with animal power.

The passenger automobile led to the improvement of the main highways and the trucks took advantage of the highways so provided to extend their hauls to long distances never contemplated when horses, mules and oxen were the motive power.

As long as the truck operators confined their operations to transportation, the rail carriers were the principal sufferers from this competition; but in late years the owners of the trucks have begun dealing in the commodities which they transport. The Interstate Commerce Act forbids the rail common carriers from being interested in the ownership of the commodities shipped over their lines, except of course company supplies such as coal. Therefore when a trucker buys, hauls and sells a commodity the rail carrier is powerless to compete.

Many dealers in grain, feed and side lines have built up their business along the lines of community service. They know their own customers locally, carry a stock on hand, give credit and are on the spot every day in the year to supply what is needed. To do this they have made a large investment on which they pay taxes. It should be obvious that the regular dealer carrying this investment cannot compete with a fly-by-night whose only investment is in a down payment on a motor truck with which he embarks in the business of merchandising hay, feed and grain and carrying it from the place of purchase to the place of sale, without keeping books on the cost of hauling, or if he does try to recover the expense of the haul out

of the entire transaction he is willing to sacrifice the merchandising profit upon which the local merchant depends for his existence.

Many of the truckers do not know what it costs to operate their vehicle. After losing money they sell out to another misguided operator who in turn contributes his saved-up capital to keep the unfair competition going.

Merchants in California, Oregon and Washington and in some eastern states are giving the problem intensive study, with a leaning to legislation for protection. They will find the legislatures, as in Texas, sympathetic; but such laws as are enacted must bear the test of constitutionality, so that instead of adopting discriminatory legislation the better way seems to be to compel the motor trucks to pay their full share of the cost of constructing and maintaining the highways necessary to their operation. As it is, owners of real estate, the railroads and other taxpayers are building roads for the trucks.

Chinese Wheat Sales Under False Pretences

The strenuous efforts being made to divert the funds of the Reconstruction Finance Corporation from legitimate constructive effort into the coffers of the Farmers National Corporation point to a desperate condition of the latter.

Vancouver and Victoria elevators have shipped from Aug. 1 to Sept. 15 5,845,000 bus. wheat, against 5,007,407 for the like period a year ago, while Oregon, Washington and California shipments have been nearly a million bushels less than a year ago. Vancouver, Victoria and Prince Rupert elevators have in store ready for export in free competition with U. S. wheat 9,712,235 bus., against 7,967,820 bus. a year ago, and this wheat is going out every week, much of it to China, for cash.

The Farmers National accumulated a lot of wheat last year in the Pacific Northwest, and since the Farm Board's Stabilization Corporations in wheat and cotton have tied up all its funds the Farmers National can not sell this wheat to the government corporation, for it has no money.

More grief is in sight for the Farmers National in that the spring wheat crops of Oregon, Washington, Idaho and Montana are officially estimated this year at 84,119,000 bus., against 31,438,000 bus. in 1931, the growers in those states having been encouraged to produce 50,000,000 bus. more, nearly three times as much as last year, by the supposition that the Farm Board was going to find the market.

The small crash that is imminent in the Pacific Northwest in consequence of the holding policies of the Farm Board and its promises of higher prices is just what will occur in a large way over the entire country, including the cotton area of the South, if the federal government persists in its Agricultural Marketing Act folly.

Small wonder that a hurried conference was held Sunday, Sept. 26 with Pres. Hoover by three members of the Farm Board and several directors of the R. F. C. to consider this very situation, the discussion supposedly revolving around the legality of diverting the funds of the R. F. C. into foreign loans to China for the purchase by it of Pacific Northwest wheat, or of \$8,000,000 to the Farmers National to buy wheat from its subsidiaries for export on Chinese credit.

Chicanery aside, the real question is: can the

R. F. C. subsidize exports of wheat at the expense of the American taxpayer and keep within the law? Can the R. F. C., within the law, limit this subsidy to those farmers who have joined the Farmers National set-ups? In a broad way is it desirable that the R. F. C. perpetuate a holding policy that will present the same distressing crisis annually?

The Domestic Allotment Nostrum

When the Agricultural Marketing Act was introduced in the Congress it was denounced by the grain dealers as a fraud on the farmer. A leading grain man of Kansas City who was offered a position of management declined the office and predicted the failure of the Farm Board. The grain trade seemed then almost alone in its opposition to this method of farm relief.

With regard to the Norbeck farm allotment scheme a similar situation exists. This unwise measure has been approved by the president of the influential Chamber of Commerce of the United States. The larger baking companies favor the bill, as it would force an advance in the price of the loaf. The great mass of the people stand like dumb oxen unaware that the bill is intended to make their bread so dear they will turn to substitutes.

Constituting a real menace to grain dealers, the milling industry and to every interest that would suffer thru enlargement of bureaucratic activities at Washington this bill should be resisted to the utmost. Advantage should be taken of every opportunity to let the citizens and the farmers know just what the bill means to them. Pretending to aid the wheat grower it will have the opposite effect, just as its predecessor, the Agricultural Marketing Act, with the difference that the Norbeck bill carries infinitely greater possibilities for mischief.

Under the Norbeck bill every county would have its little farm board to calculate how many acres each farmer shall devote to wheat and what each grower shall be privileged to receive from the tax collected by the grain buyer or miller from the domestic consumer. No county committee could be held accountable for errors in acreage awarding cash to farmers not entitled to payment. This irresponsibility would lead to frauds besides which the recent indictment of over 40 individuals in Alabama for frauds in federal seed loans would seem but a flea bite.

Wheat growers would be unable to resist the temptation offered by the higher price to put in a larger acreage. With the reduced consumption due to the higher price to consumers the increased production would but aggravate our present condition of burdensome surplus under which the farmers have been groaning, especially since the Farm Board took charge of wheat. So-called "marginal" producers of wheat on soils not adapted to that crop would persist in production when, if left to the tender mercies of the brutal law of supply and demand, they would be forced out of wheat growing to the advantage of the profitable producers.

Fundamentally the whole scheme is wrong because it does not add to the sum total of wealth to be distributed among all of us, but merely pretends to take money from the pocket of the bread eater and transfer it to the wheat grower, and this transfer will give employment to another army of Federal inspectors, auditors, paymasters and spies, greatly adding to the burden of taxation for their support. The whole nation will be poorer by just the amount that it costs to maintain this newly created bureau.

Boston Exchange Against Allotment Plan

The Boston Grain & Flour Exchange has adopted resolutions against the Norbeck domestic allotment scheme of farm relief, declaring that

We believe that any arbitrary plan that sets aside the time-tried laws of supply and demand cannot bring any permanent improvement.

They will cause an increase in the price of bread and meat when all classes can ill afford any increase and also would increase the price of cotton cloth and rayon.

They will raise the price of cotton cloth and rayon and invite competition from other materials at a time when the cotton producing states sadly need a larger market.

They will place additional handicaps on business and will not increase the buying power of the ten million employed on farms in any ratio commensurate with the additional cost of bread, meat, cotton cloth and rayon to the one hundred and twelve million people not employed in farming.

The bills, if enacted, would cause other large bureaus to be set up with an army of inspectors and agents to enforce the laws, place additional handicaps on business and create another subsidiary of the Farm Board which was born of one of the worst pieces of legislation ever imposed on the American public, and not even desired by a majority of the farmers themselves.

Buckwheat Millers and Shippers Meet

The annual meeting of the Buckwheat Millers & Shippers' Ass'n was held at the Hotel Langwell, Elmira, N. Y., Sept. 19. The meeting was called to order and presided over by President Geo. V. Dayton of Towanda, Pa. Sixty-one were present which is a record attendance.

A special feature of this year's program was a talk by Norman B. Thompson of the United States Chamber of Commerce. His subject was "The Road to Business Recovery." Mr. Thomson is a dynamic speaker and his address was enjoyed by every man present. R. L. Gillette, statistician of the State Department of Farms and Markets, was also present and gave an interesting and helpful talk.

A general discussion of the buckwheat situation followed after which a canvass of the members was taken relative to acreage and probable yield. This resulted in an estimated acreage of 67% of normal and a yield of 60%. This survey very closely substantiates the Government reports and shows the crop to be short of normal.

The usual canvass was then taken to determine the ideas of the members as to the price to be paid for clean buckwheat to the grower, delivered to the dealer's mill or elevator. This resulted in an average of 76.8c and ranged from a high of 90c to a low of 65c. Last year's average was 80 $\frac{3}{4}$ c.

The annual dues were fixed at \$5 per year, the same as heretofore.

The election of officers resulted in the re-election of George V. Dayton, Towanda, Pa., as pres., and P. G. Schumacher, Cohocton, N. Y., as sec'y. Mr. Schumacher's re-election as sec'y is deserved, his persistent effort during his past 7 years in that office having built up the membership to its present total of 125 active members and 40 associate members.

A belated recognition that forcing federal money into agriculture is ruining the farmers is contained in a radio talk by C. G. Randell, in charge of the live stock and wool section of the Farm Board, who said: "We want adequate credit for stockmen, but we do not want to see credit so freely provided that everyone from hotel clerks to drug-store cowboys is encouraged to get into the live stock business and thus ruin the industry for the experienced ranchmen and feeders." When did government interference ever do anything but ruin an industry?

From Abroad

Egypt has increased import duties equal to 37 $\frac{1}{4}$ c a bu. on wheat and 60 cents a barrel on flour.

South Africa's 1932 corn crop is officially estimated at 61,600,000 bus., against 57,000,000 in 1931.

Hungary will be unable to fulfill its contract to furnish Switzerland with 2,560,000 bus. of wheat this year and has asked to change the contract to barley or corn.

The Russian grain harvest was only 36.3% of the sown area and 5,500,000 hectares less than on the same date last year. On Sept. 5th 24,200,000 hectares had been threshed. An hectare is 2.47 acres.

North Manchuria's wheat harvest is only one-third of last year's crop and the soybean prospect for all Manchuria is 70% of last year, according to a cable from O. L. Dawson, U. S. Dept. of Agri., who bases his report on a personal investigation in North Manchuria.

The Argentine Congress is considering a proposal to create a national grain commission, whose functions should include supervision of the grain traffic, as well as promotion of the sale of Argentine grain abroad, according to a report received from Stanley G. Slavens, American Vice Consul in Buenos Aires.

Ten carloads of Russian grain have been sunk in the River Elbe, near Bodenbach, because they could not be sold. The grain had been imported into Czechoslovakia by way of Hamburg, and it is reported that more shipments are lying in Bodenbach and cannot find a bidder.

The Swedish domestic milling quota for wheat was raised from 60 to 80 per cent and for rye from 30 to 90 per cent effective the first of September. In Finland the domestic milling quota for rye was placed at 60 per cent effective Sept. 15. Since May 1 the rate has been 5 per cent and prior to that, it was 30 per cent.

Wheat growers in Ireland are promised a preference and a subsidy by the government. Millers in the free state will be compelled to grind a stated percentage of home grown wheat each year, and the subsidy will raise the guaranteed price to \$10 per barrel of flour. Dr. James Ryan, minister of agriculture also promised a guaranteed market for barley and meats.

Russian grain collections are so far behind the prescribed quantities, that one may almost mention a breakdown of the collecting system. Peasants on collective farms pay no heed to the order that they are not to sell privately before 15th January next and not before they have made their deliveries to the Government. The high prices on the free market are stronger than the threats of punishment by Soviet officials.—*Deutsche Getreide Zeitung*.

The President of the Argentine Republic recently sent to Congress a bill asking for an appropriation of 1,000,000 paper pesos (about \$260,000 U. S. Cy.) to be used in fighting the locust plagues. Investigations carried out by the Department of Agriculture have led to the conclusion that the invasion of locusts is of such magnitude, that it will cover approximately 45 per cent of the area destined to the cultivation of wheat, linseed and alfalfa in the northern and central part of the Republic.

Lectures on "Economic Problems of the Grain Trade" will be given on 12 Mondays beginning Sept. 26 by Sidney S. Gambell of the City of London College, Ropemaker Street, E. C. The subjects will be: Wheat Quotas; Wheat and the Empire; The Grain Trade's Position in our National Economy; The U. S. Farm Board; The Slump; Speculation in Grain; Russia and Grain; World Trade in Grains; Argentina's Grain Trade; Grain Importers; Wheat and Politics; Summary and Conclusion.

Pennsylvania Millers and Feed Dealers Hold 55th Meeting

Over 100 visitors attended the 55th annual convention of the Pennsylvania Millers & Feed Dealers Ass'n held at Allentown, Pa., Sept. 14-16. Convention headquarters were the Americus Hotel.

Pres. Julius E. Lentz, Laurys, presided. General F. D. Beary, greeter for the city, welcomed the delegates and gave an optimistic view of business conditions. The response was made by Harry J. Lerch, Treichlers, on behalf of the dealers.

Pres. Lentz appointed the following com'ites:

NOMINATING: W. B. Barnitz, Carlisle; R. C. Miner, Wilkes-Barre, and A. T. Collins, Mt. Pleasant.

AUDITING: S. S. Sensenig, Lancaster; Ross Roser, Quarryville, and H. J. Helty, Watertown.

RESOLUTIONS: Geo. Godschalk, Bangor; Warren Harlacher, High Spire; H. H. Richardson, Buffalo, N. Y., and H. V. White, Bloomsburg.

ESSAY JUDGING: Newton Evans, Chicago; J. Russell Smith, Muncy, and H. A. Wolf, Chambersburg.

STATE COLLEGE COMITE: C. Y. Wagner, Bellefonte; W. K. Harlacher, High Spire; W. B. Barnitz, Carlisle; Geo. Godschalk, Bangor, and H. J. Lerch, Treichlers.

The appointment of com'ites and the welcoming address with its response, were parts of the program completed the evening of the first day. Regular sessions of the convention called for discussions of many feed problems by prominent authorities.

Demand Must Precede Suit for Conversion

Geo. J. Dahl stored 58 bus., 40 lbs. wheat in the elevator at Zahl, N. D., operated by the Winter-Truesdell-Diercks Co., but lost the receipts for this lot and for lots bought of others.

Dahl gave bond for \$2,000 but still the elevator company would not buy the wheat. When Dahl brought suit for conversion the elevator company defended that Dahl had not proceeded as required by law in the case of lost receipts and this view was adopted by the court. Dahl then filed a new complaint, omitting all reference to the loss of the receipts, but again he lost, the court holding that as he had not alleged a demand for the grain his complaint did not state facts sufficient to constitute a cause of action in conversion.—Supreme Court of North Dakota, 243 N. W. Rep. 812.

Farmer Given Damages Against Corn Borer Agents

Employees of the state of Indiana working under the direction of Frank Wallace, state entomologist, on June 1 plowed a field of 65 acres of growing oats to cover the corn stubble, destroying the crop and injuring the wet soil for years after.

The landowner, Owen Feehan, brot suit against Wallace and his assistants for \$3,000 damages for loss of his one-half of the crop sowed by his tenants, and injury to the soil.

No corn borers had been found on the 65 acres. After searching for borers for six days in Jackson township three state employees found only two alleged borers, and that was 7 miles from Feehan's farm. Apparently the plowing was done as an example to others who had not complied with the order to plow under the corn stubble before May 1.

The landlord was given judgment against the state officials by the Appellate Court of Indiana June 3, 1932, the court holding that "The plowing of the appellee's corn lands in the condition when wet as shown by the evidence was certainly actionable, and the amount of damages awarded is sustained by the evidence."—181 N. E. Rep. 862.

Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Trucker Has No Lien?

Grain & Feed Journals: When a farm lease provides that the tenant deliver landlord's share of grain produced and the tenant hires a truck owner to deliver shelled corn belonging to landlord has the owner of the truck so delivering a valid lien against the corn delivered?

If the owner of the truck making the delivery tells the purchaser to hold out the amount due him has the purchaser the right to withhold from the seller, the landlord, the amount of delivery costs?—Geo. H. Walters, manager Farmers Elevator Co., Maquon, Ill.

Ans.: A trucker has no lien on corn or other crops under the laws of Illinois; and the grain buyer has no right to pay over to trucker any charges for hauling without the permission of the owner of the grain. If the owner of truck insists on payment tell him to get a written order from the landlord authorizing payment out of the landlord's share of the sum of money specified. Of course, the landlord will give no such order, as the lease requires the tenant to pay for the hauling out of tenant's share.

Exemption from Federal Tax on Electrical Energy?

Grain & Feed Journals: In your Aug. 24th, issue, on page 165, is submitted a form to be used and sent to power companies covering exemption from federal tax on electrical energy. We enclose a letter received by us, written by the Public Utilities Consolidated Corporation of Goodland, Kan., advising that they had referred this matter to the Revenue Collector of Kansas, with the result that he turned it down, as follows:

The claim you have filed for exemption from the electrical energy tax imposed by the Federal Revenue tax, was sent by us to the Revenue department at Wichita and was turned down by them on the ground that the electric energy was used for commercial purposes, namely the buying and selling of grain and was not used for the manufacturing or processing of the grain.—Public Utilities Consolidated Corp.

What is the ruling by the Commissioner of Internal Revenue?—Shannon Grain Co., Kansas City, Mo.

Ans.: The form referred to left a blank space to be filled in and if the applicant for exemption neglected to state in this space that the power was used for an exempted purpose the power company must collect the tax. The exemption applies only if the grain elevator is doing something to the grain besides moving it around and storing it. This exemption is granted if the grain is ground, cleaned, bleached by sulphur or otherwise processed.

The law reads as follows: SECTION 616 (a) of the Revenue Act of 1932: (a) There is hereby imposed a tax equivalent to 3 per centum of the amount paid on or after the fifteenth day after the date of the enactment of this Act, for electrical energy for domestic or commercial consumption furnished after such date and before July 1, 1934, to be paid by the person paying for such electrical energy and to be collected by the vendor.

Under the law the Commissioner of Internal Revenue has issued Regulations 42, article 40 of said regulations having been amended July 26 to read as follows:

All electrical energy furnished the consumer is taxable except (1) electrical energy furnished for industrial consumption, e. g., that used in manufacturing, processing, mining, refining, shipbuilding, building construction, etc., and (2) that furnished for other uses which likewise cannot be classed as domestic or commercial, such as use by public utilities, water works, irrigation companies, telegraph, telephone, and radio communication companies, railroads, other common carriers, educational institutions not operated for private profit, churches, and charitable institutions. However, electrical energy is subject to tax if consumed in the commercial phases of industrial or other businesses, such

as in office buildings, sales and display rooms, retail stores, etc.

Persons claiming exemption on the ground that the energy furnished is not for domestic or commercial consumption must submit to the person furnishing the energy satisfactory evidence showing that it was used for purposes other than domestic or commercial.

No Lien for Coal and Twine?

Grain & Feed Journals: Last spring a renter gave us a bill of sale on his share of the oat crop and we paid him \$28 which he needed to buy a horse; and when it came time to thresh we furnished him coal to the amount of \$3 and also furnished him twine to bind the oats with in the amount of \$5.

The oats were all delivered to the elevator, both the landlord's and the renter's shares and when it came to settle up the landlord claimed all the oats on lien claiming there was cash rent due and was not willing even to allow us to deduct for twine and coal used.

Can the landlord take all the oats raised on a farm and not even allow for coal and twine? What we can not understand is how anyone can harvest oats without twine or thresh them without fuel.—F. G. Blick, mgr. Rivoli Grain Co., New Windsor, Ill.

Ans.: The buyer's bill of sale has no standing against the landlord's lien for cash rent, and he can not even deduct for the twine and coal as he did not do any threshing.

Landlord and tenant ought to agree on the amount of the landlord's claim so that the buyer can figure what the tenant has coming to him and take his \$36 out of that.

Unauthorized Sale of Crop?

Grain & Feed Journals: On July 23 a tenant threshed and hauled to our elevator 351 bus. of wheat belonging to his landlady and we settled for same at 40c per bushel which was the prevailing price on that date. On Aug. 13 the landlady thru her attorney notified us that the tenant had delivered the wheat without authority from her and therefore she returned the check and asked that we issue a storage certificate for the wheat as they did not want to sell at the price on day of delivery as wheat had then advanced about 8c per bushel. We immediately returned the check stating that we were not storing any grain and therefore could not issue storage certificate. Check was again returned and they ask that we either issue storage certificate or settle in full at 50c per bushel.

The tenant informed us that the wheat was delivered as was their custom for the last several years and that, he had not been notified to hold or store the wheat this year altho the party knew that the threshing was being done. What should we do?—Mortimer Elevator, G. W. Ebersole, prop., Mortimer, O.

Ans.: A tenant can not sell the landlord's grain without express authorization; but as landlord held check for grain three weeks before protesting sale, buyer was justified in presuming sale met with owner's approval. As a rule country elevator operators ship grain purchased immediately or sell for future delivery to protect themselves against a decline in the market. No elevator man could afford to grant grain owner three weeks to accept or reject a bid. It must be done immediately.

In this case tenant had not even authority to make delivery. The owner having repudiated the sale there was no sale, and the grain dealer is in the position of having on hand in store a quantity of grain owned by another, in which case he may be a bailee without hire and owing the owner no duty to care for his property. The dealer is under no obligation to issue a storage certificate if not doing a storage business, and can demand that the owner call for and remove his grain, under whatever penalty

the dealer chooses to specify. Buyer can notify owner in writing that unless the grain is removed or sold a charge of a cent per bushel per day will be assessed.

Tenant Collecting for Landlord's Share?

Grain & Feed Journals: We have bought occasional loads of grain during the past year from a tenant whose landlord lives away from here. Now the landlord comes and claims that his tenant has sold both his and the landlord's share of the grain to several elevators in surrounding towns and collected for the same as his corn when it was hauled.

The landlord claims that we owe to him the amount which we paid to the tenant because we were buying stolen property.

What is our position in this affair?—Newman Grain & Lumber Co., Virgil A. Wiese, mgr., Newman, Ill.

Ans.: As the grain had not been set aside for the landlord it was not stolen, and the grain buyer has no liability as a receiver of stolen property.

Even under the landlord's lien law the grain buyer is not liable to the landlord unless the buyer knew or had information putting him on inquiry that the grain was from a rented farm, when the grain was delivered or before it was paid for. The grain buyer's defense in this case is that he did not know there was a landlord's lien against the grain.

What grain dealer bot the landlord's share and who bot the tenant's share? Who knows?

Priority of Liens?

Grain & Feed Journals: The Corn State Bank had a mortgage on J. Henry's wheat and there was not near enough to cover the mortgage. C. Bortel threshed his wheat and oats and put in a thresherman's lien against the wheat. Mr. Henry did not bring any oats to the elevator. C. Bortel wants to collect his entire bill for threshing the oats and wheat from the wheat money. Shall I pay him according to his demands or shall I just pay for the wheat threshing from the wheat proceeds?

Three pitchers helped thresh and want to collect off of me for labor. Shall I pay them or let the bank settle with them?

Also one man says he helped put the wheat in the ground and helped harvest and thresh it and he wants me to pay him. (He is Mr. Henry's grown son.) Shall I pay him or let the bank settle with him?—E. C. Ringhouse, mgr. Farmers Elevator Co., of Biggs, Biggs, Ill.

Ans.: The Illinois law limits the thresherman's lien to the owner of the threshing machine, so that the pitchers, and helpers and man who seeded must look to the party who hired them and not to the grain buyer, for pay.

The thresherman's lien comes ahead of the chattel mortgage.

Altho the Illinois courts have not decided the point, we believe the thresherman is not required to spread his levy over the whole harvest of wheat and oats that he threshed but can levy upon any part, such as the wheat, to collect for oats threshed. This works an injustice on the mortgagee of the wheat. The law specifies "the contract price of the job," which might be taken to mean the whole job, and not a limit of so many cents per bushel on the different grains.

Suppose a farmer had 2,000 bus. of wheat threshed and sold or delivered to the elevator only 200 bus. There seems no doubt that the thresherman could collect for threshing the 1,800 bus. off the 200 bus. sold. And if the contract for threshing embraced both the wheat and the oats in one transaction, would the court hold the compensation divisible and that the oats threshing could not be collected from the wheat? We believe not. Until we have a court decision to the contrary, it should be safe for the grain buyer to pay for threshing the oats out of the proceeds of the wheat.

Grading of wheat from the standpoint of the European buyer will be studied by E. B. Ramsay, chairman of the Board of Grain Commissioners for Canada and J. Raynor, sec'y, who have gone to Europe, where they will be joined by F. J. Birchard, the Board's chemist.

Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journals for publication.]

Mabel Got in on the Fees

Grain & Feed Journals: Several hundred grape growers at Fresno, Cal., adopted resolutions Sept. 14 for an investigation of the waste of government money advanced to the grape industry.

Donald D. Conn's part in the asserted extravagance was criticized by speakers, due to his leading part in the movement to form the California Grape Control Board, through which the Farm Board money was loaned, and its subsidiaries, Fruit Industries, Ltd., and the California Raisin Pool, which recently suspended when its new membership drive failed.

The action of Fruit Industries, Ltd., of which Conn is managing director, in paying Mabel Walker Willebrandt, former assistant United States Attorney-General, fees said to amount to \$80,000 for two years as counsel for the grape products concern, also came in for a scoring.

In addition to the resolution demanding the investigation of how the Farm Board's money was used, the growers adopted another requesting the Farm Board to withdraw from the market and use for relief of the needy the 16,400 tons of muscat raisins held for the Farm raisin pool.—Fresno.

Freight Rates Exorbitant

Grain & Feed Journals: Texas farmers are now getting about 32c for wheat which European consumers are paying \$1.70 to \$1.90 a bu. for, and the fault is largely that of picayunish politicians in Washington. Contrast this wheat price of 32c a bushel to the Texas farmer with the payments made on that wheat to the governments of Europe whose people consume that grain and it is easy to see how lack of statescraft is responsible.

Here is the way the cost of that wheat to the consumer mounts up: the Texas farmer gets his 32c; the shipping point elevator gets a handling charge of 2c; the railroad gets 19½c for hauling the wheat to a Gulf port; the grain elevator at the port gets 2½c for loading it on the steamer; and the steamship company gets 12 to 15c per bushel for transporting this wheat to Hamburg, Bremen or Liverpool.

We have a present cost for No. 1 wheat delivered in Europe not far from 75c per bushel. A handling charge and profit to the European middleman, based on like charges in the United States, might run the cost of that wheat delivered to the consumer up to 80 or 85c a bushel.

Today that same wheat is costing the European consumer close to \$1.70 and in many cases \$1.90 per bushel. The \$1 of added cost is made up of what may well be called "political charges" such as heavy import duties, monopoly taxes, and other levies of a governmental character, which wise statesmanship on the part of the United States would do away with in short order.

If we had statesmen of the Benjamin Franklin type in Washington and as our diplomatic representatives abroad, they would not permit such bars to be raised against American products; nor would they permit money which should come to the American farmer to be devoted to political costs in European capitals.

If our Senators and Congressmen would give some thought to overcoming these high import duties and monopoly taxes imposed on our products by European governments, our wheat and other products would be selling today at much higher prices.

The imperative need today is to break down these barriers and handicaps to trade that have been artificially set up by foreign governments against American products. The great objective of this government and of its diplomacy should be to get world trade moving again in its natural channels. This is just as important to other nations as to us. Until the commerce of the world does move in its natural channels to supply world needs, we shall make little progress toward that industrial recovery which is as necessary to all other nations as to the United States.—G. E. Blewett, sec'y Texas Grain Dealers Ass'n, Ft. Worth, Tex.

Board Not Helping Co-operatives

Grain & Feed Journals: Chairman Stone is credited with the statement that holding these stabilization stores of wheat and cotton would leave the Farm Board free to function almost exclusively in the field of sponsoring co-operative marketing. What a statement?

Can it be possible that a man holding the position that Mr. Stone occupies does not realize by this time that the co-operative agencies are almost a unit in asking for the repeal of this act?

Is Mr. Stone familiar with what his National Grain Corporation is doing to the farmers who were coerced into signing contracts forced upon them by the agency controlling the National?

An example of how the farmer patrons of Farm Board grain agencies have fared under governmental attempt to bring prosperity to the farm and reduce the cost of marketing between the producer and consumer, is presented in the following letter from T. B. Shillingburg of Forgan, Okla.: "I am having a statement printed of what I got from the Wheat Pool elevator at Enid, when I sold my wheat, they just allowed me 15 cents per bushel for it, when wheat was selling here in Forgan at local elevators at 38 cents per bushel." Anyone desiring a detailed statement of the manner in which Mr. Shillingburg's wheat was handled can secure same by writing this office.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n, Topeka, Kan.

Discovery of weevil in Farmer's National Grain Corporation wheat in its Missouri Valley, Ia., elevator has revived speculation in grain circles as to how extensive has been the deterioration in the millions of bushels of wheat which the federal grain stabilization corporation and its subsidiaries purchased to "peg the price" and have been holding in storage. The Missouri Valley elevator which the Farmers' National purchased from the Updike Grain Corporation is said to have been storing approximately 420,000 bushels of three-year-old wheat for the past two years.

New Pres. of Winnipeg Exchange

Sidney T. Smith was recently elected pres. of the Winnipeg Grain Exchange, an office that he filled acceptably once before, in 1914-15.

He was born at London, Ont., in 1878, and going to Winnipeg in 1902 engaged in the grain business with G. B. Murphy, the firm of Smith, Murphy & Co. being formed 7 years later, in the export trade, with W. A. Murphy as a member. He is now at the head of the Reliance Grain Co.

Scabby Grading Penalizing Barley Shippers

Soon after the new barley on this crop began coming on the market it was observed that the grain from certain limited areas had been affected by scab, *Gibberella saubinetii*, a fungus.

Early in the movement a few cars got by the federally licensed grain inspectors as being merely damaged; but soon the notation was made on the inspection certificate "Scabby" otherwise No. 1, 2 or 3. Writing the word "Scabby" on the ticket spelled a discount of 4 to 6 cents per bushel for the shipper of the car from the country.

Believing the inspection department was leaning backward in its effort to protect the exporters and the European buyers, altho exports are a very small portion of the crop, the Grain Com'te of the Chicago Board of Trade called on the headquarters of the federal grain supervision with a request not to penalize barley not actually scabby.

The federal grain supervision sent an expert on these fungous plant diseases out into the territory where the barley was grown and found the scab actually there. It was decided to exercise the greatest care in the inspection, and instead of having barley graded at the outlying yards all barley samples are brought to the main office where two inspectors of the Illinois State Grain Inspection Department examine each barley sample. This has accomplished uniformity of grading and is an improvement very much appreciated by the receivers at Chicago, who had been getting complaints that the same lots of grain sent to other markets had got by the inspectors without the notation "scabby" and had been sold without discount.

Some of the barley with the notation by the inspectors that it was scabby has been purchased by the maltsters, who are careful not to use any diseased grain, so it is believed the grain should not be discounted.

Cattle will eat scabby barley. Hogs will not. To get the hogs to eat it two-thirds of other feed must be mixed in.

Four years ago scabby barley stirred the German government to restrict importations from certain states, and the embargo was seized upon by European importers as ground for repudiating contracts that were unprofitable because the market price had fallen.

The Red Cross' first allotment of 40,000,000 bus. of wheat is nearly exhausted. The second allocation of 45,000,000 bus. is expected to meet all fall and winter needs.



Sidney T. Smith, Winnipeg, Man.,
President Grain Exchange.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

As a result of drought the corn crop of Maryland will be cut nearly 50%—R. C. N.

Firesteel, S. D., Sept. 19.—Crops are fair in this territory. A large portion of the crop was headed.—J. S. Foster.

Lignite, N. D.—Crops are poor; five to ten bus., and grade from one to four.—Frank G. Welsh, mgr. Dodge Elvtr. Co.

Yoder, Wyo., Sept. 24.—Weather very dry. Some early sowing of winter wheat is dying. Wheat and corn crops are fair this year.—Dwight J. Poage Grain Co.

Toronto, Ont., Sept. 14.—Condition of field crops, Province of Ontario, as at Aug. 31, 1931, was for buckwheat 94 and for corn for husking 102, as compared with Aug. 31, 1932, which was buckwheat 98, corn for husking 93 and soy beans 95.—Ontario Dept. of Ag.

Toronto, Ont., Sept. 14.—The preliminary estimates of the total production of grains in Ontario for 1932 are: Spring wheat 1,991,990 bus., oats 78,576,960, barley 14,121,300, flax 61,740, beans 902,280, compared with the total yield in 1931 of: Spring wheat 1,982,594 bus., oats 77,979,490, barley 13,407,038, flax 79,555, beans 1,184,172.—Ontario Dept. of Ag.

Kansas City, Mo., Sept. 19.—Average protein of 446 cars of wheat inspected by the Kansas department in the week ended Sept. 16 was 12.69% and 185 cars inspected by the Missouri department averaged 12.33%. The total by both departments, 631 cars, had a weighted average of 12.59%, compared with 12.65% on 975 cars the preceding week and 12.01% on 969 cars a year ago.

Kansas City, Mo., Sept. 20.—The Continental Elvtr. Co. last week bot the heaviest test weight car of the new crop so far received here, testing 64.6 pounds to the bushel and grading No. 1 dark hard. The price paid represented a premium of 1c per bu. above general quotations for No. 1 dark hard, and was $\frac{1}{2}$ c under Kansas City December. The wheat was bot for shipment to Galveston for export.

Madison, Wis., Sept. 13.—Threshing returns have brot a surprising increase over earlier prospects in the expected production of Wisconsin oats, barley and spring wheat. September reports indicate that Wisconsin's oats crop will now be about 89,495,000 bus., an increase of 6% over earlier indications. Barley has made a similar improvement, with 22,881,000 bus. now being the estimate.—Wisconsin Crop Reporting Service.

Indianapolis, Ind., Sept. 21.—The week was favorable for most field work, with seed bed preparation, curing bean hay, corn cutting, etc., making excellent progress. In many places the third crop of alfalfa was cut. Wheat seeding is extending slowly, but as yet is confined mostly to northern localities, and none is reported up. Rye is up to very good stands in many areas.—J. H. Armington, Senior Meteorologist, U. S. Dept. of Ag.

Minneapolis, Minn., Sept. 22.—Current receipts include more No. 2 and No. 3 wheat on account of the test weight than the 1931 crop. At the present time test weight and sprout damaged are the principal grading factors. Receipts to date show less total damaged than the 1931 crop, and a lower test weight than the 1931 crop. Some weevil and bran bugs have been present in receipts, more than for some years past.—R. H. Black.

Ottawa, Ont., Sept. 21.—Widespread infestation of Hessian fly has been noted thruout the winter wheat growing area of western Ontario and tho not materially affecting the general yield for this year in most fields, has in some localities caused a material reduction in the yield of individual fields. The presence of the fly, however, suggests the possibility of severe losses next year and the several Departments of Agriculture have urgently advised delay in seeding and other control measures with a view to avoiding what threatens to be most significant damage in 1933.—R. H. Coats, Dominion Statistician.

Portland, Ore., Sept. 22.—The rains were of some benefit to early-sown wheat in localities, but the soil is still generally too dry for germination, as well as for plowing and seeding.—F. K. H.

Springfield, Ill., Sept. 21.—The bulk of the corn is about ten days earlier than usual. In the central and western areas corn is considered the best in years. Cutting and silo filling continue. There has been very little wheat seeding as yet.—Clarence J. Root, Meteorologist, U. S. Dept. of Ag.

Winnipeg, Man.—The new wheat crop of western Canada shows a satisfactory protein content according to the preliminary tests made in the research laboratory in this city under the direction of Dr. F. J. Birchard and T. R. Aiken. No. 1 northern from Manitoba points showed a maximum of 18.1% protein, a minimum of 10% and an average of 13.8% in 376 samples, which is slightly below the average for the entire 1931 Manitoba crop but better than the five-year average including 1931. No. 1 northern from Saskatchewan points showed a maximum of 18%, a minimum of 10.8% and an average of 14.8% in 308 samples, the average being .2% better than the average of the 1931 crop of Saskatchewan No. 1 northern.

Portland, Ore., Sept. 5.—There is less smut in new crop wheat reaching Portland than was the case a year ago, state inspections show. Of the August receipts, 38.2% was smutty, with 19.3% having $\frac{1}{2}$ of 1%, according to the monthly summary issued yesterday by the Portland district office of federal grain supervision, whereas in August, 1931, 53% of the cars was smutty and 34.1% showed over $\frac{1}{2}$ of 1% smut. Gradings average lower than last year. Of the 1,647 cars inspected in August, 21.4% graded No. 1; 42.8%, No. 2; 28.3%, No. 3; 5.5%, No. 4; 16%, No. 5, and .4% sample grade. In the same month of 1931, 2,045 cars inspected graded 40.1%, No. 1; 45%, No. 2; 13.3%, No. 3; 1%, No. 4; .4%, No. 5, and .2% sample grade.—F. K. H.

Omaha, Nebr., Sept. 22.—During the fore part of the crop movement, the oats arriving on the Omaha market were dry, heavy and but slightly stained. Early in August heavy rains were visited over Nebraska, and judging from the quality of the present receipts, while much of the oats was still in shock. As a result, many heavily stained oats are now being received as well as much oats bearing all degrees of "weathered" and the receipts for the past three weeks would not grade better than an average three or below. The change in the quality of oats offers the first problem on the factor "weathered," experienced in this market for some years. Should receipts of heavily stained oats continue, a revival of sulphur bleaching in the market is anticipated, this processing having been practically at a standstill for several years on account of the high quality of oats.—H. E. Nelson.

Winchester, Ind., Aug. 29.—Corn has deteriorated materially in this particular location. Don't believe that our county and other parts of eastern Indiana will produce 75% as much corn as they would have had we had a normal amount of rain for the past six weeks. Was in a corn field yesterday where the corn had been fertilized, corn was clean and on fairly good ground but the ears were small. There were some ears that had 1 in. to $\frac{1}{2}$ in. at the point with no grains at all. Found some stalks with no ears on them but believe this was caused by the corn being too thick. Every grain of corn planted grew and you see very few fields of corn that are not extra thick. Expect a larger crop of corn in this particular locality than we had last year and still believe that Indiana will produce more corn than she did last year and will have close to a record crop.—Goodrich Bros. Co., Inc., P. E. Goodrich, pres.

Federal aid for the states is not a gift. Citizens of the states have paid the sums advanced in taxes. Citizens accepting federal money must rid themselves of the delusion that they are getting something for nothing.

The coming crop year now promises to be another of burdensome wheat surplus and very easy international position. A year of limited international trade is in prospect. Tho Continental Europe's carryover is very low, other factors all make for light import demand from Europe. Conditions now appear unfavorable to substantial, sustained advances in world wheat prices.—Food Research Institute of Stanford University.

Grading of New Barley

Federal supervisors on Sept. 22 reported the principal grading factors on this year's crop as follows:

Duluth.—The principal grading factor in barley is foreign material, which averages 2.8%. Average test weight is 43.7 pounds, average sound barley 94.2%. Not enough moisture to base any percentage on.—Wm. H. Shea.

Buffalo.—The average test weight of barley is 46.5 pounds; average moisture content 12.3%. Receipts graded as follows: No. 1—none; special No. 2—53.0%; No. 2—15.0%; No. 3—26.0%; No. 4—3.0%; sample grade—2.0%; No. 1 feed barley, one per cent.—John J. Dwyer.

Minneapolis.—The average test weight of barley is approximately 46 pounds per bushel. Weevils and bran bugs have been found in more cars of barley this year than usual. Minneapolis has been receiving a considerable amount of barley from southern Minnesota and northern Iowa.—R. H. Black.

St. Louis.—The barley crop is probably somewhat below the average crop on account of general appearance due to excessive rains during the harvest. General appearance and test weight are the prevailing grading factors on both oats and barley and to date we have not been bothered with an appreciable amount of damaged or weevil. The crop seems to be running about the same as the early movement and we do not anticipate any general change on the grading factors.—Chas. B. Barron.

Milwaukee.—Receipts of new barley for the month of August totaled 755 cars, representing a movement of approximately 20% over that of the same period last year. Of the total receipts 70% graded special No. 2 barley in comparison with 45% for the same month last year. While the quality of the barley is better than last year, from the maltsters' point of view it is not as good as expected. The barley is dry, with an average moisture content of 12%. This is about one-half per cent higher than the average moisture of last year. The barley is more stained this year than last, and we note again this year the absence of any appreciable amount of oats.—Wm. L. Ingles.

Artificial drying of rice is a practical means of raising the grade and market value of the product, the U. S. Department of Agriculture has determined in investigations of drying methods the last two years in Louisiana, California, Texas, and Arkansas. Under ordinary harvesting conditions rice seldom contains less than 25% moisture at time of cutting, and that unless sufficient time is allowed the rice to give off a large part of this moisture while the rice is in the shocks, the threshed rice will be damp or wet. Threshed rough rice that has high moisture spoils in storage; the rice becomes sour and moldy, and eventually badly heat damaged.

Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Oct. 11-12. Southern Mixed Feed Manufacturers Ass'n, Memphis, Tenn.

Oct. 19. Ohio Grain, Mill & Feed Dealers Ass'n fall meeting, Deshler Hotel, Columbus, O.

Nov. 3-4. Nebraska Grain Dealers Ass'n, Omaha, Neb.

Dec. 6-7-8. Farmers Elvtr. Ass'n of South Dakota, Marvin Hughitt Hotel, Huron, S. D.

Feb. 21-22. Eastern Federation of Feed Merchants, Syracuse, N. Y.

The National Association's 36th Annual Meeting

The thirty-sixth annual convention of the Grain & Feed Dealers National Ass'n held last week at French Lick, Indiana, will long be remembered by those so fortunate as to attend, as one of the most illuminating, the most interesting and the most entertaining conventions the Association has ever held. The splendid addresses presented at the business sessions and the banquet merit the most careful study of all grain producers and grain handlers, for it shows conclusively how the racketeers have crucified the farmers of America.

We sincerely hope that every reader will read and re-read the splendid addresses presented in this number.

The 36th Annual Meeting of the Grain and Feed Dealers National Ass'n at French Lick, Ind., Sept. 19 was called to order at 9:30 in the Convention Hall of the French Lick Springs Hotel by President H. A. Butler of Omaha.

Community singing was led by Mr. Collins, of Tuscola, Ill.

PRESIDENT BUTLER: We are here meeting many again whom we have met before. Lasting friendships have been formed in the past at these grain dealer meetings, and undoubtedly many new friendships will be formed by those of us who are here today.

It is only fitting that we should open a convention of such national importance and meaning so much to the welfare of our country by invoking the divine blessing.

REVEREND A. M. COPELAND: Lord God of Hosts, be with us yet lest we forget. We come to Thee, our kind Heavenly Father, because we would not undertake any work that belongs to life that is right and just and true without invoking divine blessing and divine guidance.

In the deliberations of this convention, as we study ways and means we ask that Thou wilt help us in order that we may learn better how to acquit ourselves as men righteously and justly doing the work that we are called to do, to the end that not only we ourselves may be prospered as is lawful, but that we may better minister to our fellow men, to our neighbors so that we may all together know that Thou art God, good, kind, loving and that Thou wilt help us all. Amen.

PRESIDENT BUTLER: This, I think, is the first convention of the Grain and Feed Dealers National Ass'n that has not been held at one of the principal market centers, being more or less of an experiment. We have, however, as our host today, the members of the Indianapolis Board of Trade.

We are to be welcomed by one of the leading members who has been an official and leader, not only of the Indianapolis Board of Trade but in the grain and milling circles of the country, Ike Woodard who is a Rotarian. (Applause.)

MR. I. E. WOODARD: This is your thirty-sixth annual meeting. To this beautiful spot in Southern Indiana, I not only welcome you, as our guests, but as the representative of the Indianapolis Board of Trade, your hosts, I congratulate you, because an organization that has carried on on such a high plane for so long a time, is truly to be congratulated. Your organization has weathered many a storm and perhaps will be called upon to weather many more. With your leadership, I do not fear the outcome.

The welcome I mean to extend to you is a genuine one, a real Hoosier welcome. Legend has it that in the pioneer days, during the early settlement of Indiana, a caravan slowly moved across the plains, within this territory. Settlements were not close together; a traveler had to figure in advance where he could spend

the night. In this particular case, not only was a chill night approaching, but a storm as well.

As the caravan drew up late in the evening, before a settler's home, a call rang out, "Hello!" with a hearty response from within. "Who's 'ere?" Immediately went back the answer, "Strangers, but friends."

Without more ado, the newcomers were made warm before an open fire, treated to the "fat of the land." In fact, made welcome in deed as well as word, so much so in fact that at that point, as the story goes, the caravan divided, some remaining to settle in that territory and to share not only in the bounteous crops which followed, but also to share in the love and affection of the people within the Hoosier State.

Legend has it, therefore, that a "Who's 'ere" welcome is significant. Such a welcome is yours most heartily from the Indianapolis Board of Trade, the grain and feed men and the millers of our Hoosier State. (Applause.)

PRESIDENT BUTLER: The response to our address of welcome will be made by a prominent member of one of the Western Boards of Trade, a leader in the Kansas City market, a leader in the entire Southwest, one who has devoted nearly all of his time during the last few years in helping to carry along your battle and mine, in the grain trade, even at the expense to his own business.

We of the territory west of the Missouri River are proud of the representative who will make the response to our address of welcome. (Applause.)

FRANK THEIS: President Butler, Ladies and Gentlemen of the Convention: This is indeed a great privilege to have the opportunity of responding for the Grain and Feed Dealers' National Ass'n to this most hearty greeting of welcome; and to you, Mr. Woodward, I bespeak for the entire Association our heart-felt thanks and our appreciation of the response that you have assumed to entertain this group of grain dealers. As the President has said, as a Jayhawk to a Hoosier, I think we can get along wonderfully.

I feel very much as the last speaker has stated, that this is rather apart from my usual field of duty, in responding to an address of welcome, and I am going to inject a certain serious vein that I believe should start this convention, which to my mind is one of the most important, if not the most important meeting that the Grain and Feed Dealers National Ass'n has ever had.

Along with this courteous greeting, we all also received a letter, an invitation from Lew Hill to participate in the golf tournament, Mr. Hill being chairman of that committee. At the end of that letter, he stated, "Hoping to have the pleasure of seeing you at French Lick, and that by that time our business will be coming back."

That is the usual grain man's optimism that keeps him in business, that keeps him energetic, that keeps him on the offensive all the time, and that is the reason today that despite the last three years, and yea, even the last ten years, of constant government intervention, the grain trade stands today, still battling, still trying to maintain an industry that they know to be truly honorable and truly useful to this United States.

We drove over here from Kansas City, and one can not help but be impressed with the true beauties of Nature, and the bountiful harvests that have been given to us this year. Truly we could not have picked a more glorious spot for a convention than this beautiful hotel and these charming surroundings.

I am reminded of what Will Rogers wrote last spring:

"It just looks like everything is doing fine except humans. Animals are having a great year. Grass was never higher, and flowers were never more in bloom. Trees are throwing out an

abundance of shade for us to loaf under. Everything the Lord has a hand in is going great, but the minute you notice anything that is any way under the supervision of man, it is cock-eyed. And the more men have to do with trying to right a thing, the worse off it is.

"If every man was left absolutely to his own method of righting his own affairs, a big majority would get it done. But the government has literally thousands in Washington to see that no man can personally tend to his own business. They go there to do it for him, and the mob always gets panicky quicker than the individual. They hear so much of how bad things are and that something should be done, and they immediately feel that it is up to them to do it. So they get up in the morning determined to pass some bills that day that will attempt to do something."

If there is any other line of industry that has experienced any truer saying than that, I want to know who it is, and all grain dealers have visions of the ceasing of stabilization operations. All have visions of the farm board being relegated to the ash heap, but I can assure you that we are nowhere through with legislation in Washington. I believe that this coming session of Congress is going to have more ridiculous bits of legislation, theories and panaceas suggested to it than any session of Congress has ever had, and it is going to be up to the entire grain industry to be alert, to be on its toes, constantly combating impractical legislation.

We are going to have the equalization fee, the debenture plan, the domestic allotment, everything imaginable suggested to us, and I can assure you that the legislative committee of this Association, working also with the Grain Committee on National Affairs, has your problems in hand and is working constantly to alleviate this difficulty. Any man who is associated with the grain business or the milling industry has a responsibility on him to see his local congressman, to see his senator, to tell the story as he knows it to be true in order that we will get the individual attention in Washington.

Now, I say to you in all fairness that unless you offer and are perfectly willing to serve in this capacity you will have to suffer the consequences along with the rest of us.

Again, I wish to express on behalf of the Association our deep appreciation for the invitation and the courteous welcome that the Indianapolis Board of Trade has afforded us, and I can assure you that we are here to have



Pres.-Elect Geo. E. Booth, Chicago

a good time outside of our business sessions. (Applause)

PRESIDENT BUTLER: On behalf of the Association and the delegates present, I am sure that I give expression to the general feeling when I again thank Mr. Woodard and Mr. Theis for their words of welcome and the response. As Theis has said, we are now acquainted. The sessions of the Thirty-sixth Annual Convention of the Grain and Feed Dealers are now formally opened. It is your convention, and I hope before the sessions are over, that we may have the opportunity of hearing from practically every delegate.

We can not attend a national convention of a trade organization and do our full duty without returning home better equipped, not only to serve the loved ones in our family circle, the business associates with whom we communicate daily, but better serve the country in which we live.

I can assure you, and you can see for yourself, from the collection of prizes out in the lobby of the hotel, that it is going to be well worth while to devote your entire forenoons in faithful attendance at these meetings.

In beginning the proceedings of the convention, it is fitting that we should hear at the outstart from an outstanding member or representative of the trade. All of us are perfectly familiar with the importance of the Chicago market in the mechanics of our trade. We are all more or less familiar with how the Chicago market started. It was a natural outgrowth of the development of the Agricultural territory bordering on the lakes.

We are to hear at this time from the President of the Chicago Board of Trade, Mr. Peter B. Carey, on the subject, "Unchaining the Farmers' Markets." Mr. Carey! (Applause)

MR. PETER CAREY: Mr. President, Ladies and Gentlemen of the Convention: I often think of attending banquets and convention meetings that it is a good thing the speakers are introduced before they make their talks rather than after, and being somewhat of an amateur at speech-making, I hope you won't treat me too harshly. If you judge me fittingly, you may never ask me to come back again.

I wish to perform a duty which was put upon me last week from two sources. The Chicago Association of Commerce asked me to invite you to hold your next convention in the City of Chicago next year. Only a few days ago Mayor Cermak added his word and said he would give the keys of the city to the National Grain Dealers Ass'n if it would visit Chicago on its one hundredth birthday next year, and see our wonderful Century of Progress.

Before I start into my talk, I would like to say a word publicly for a grain dealer who has defended the grain trade more than any other man in the grain trade, in a more capable and efficient way. I have heard him at Washington and I know the excellent work he has done. You will hear from him at one of the coming

sessions, but I want publicly to say to the grain men, you have no better friend than Congressman Michael J. Hart, of the State of Michigan. (Applause)

Mr. Carey's able address is published elsewhere in this number.

At the close of Mr. Carey's address the audience arose and applauded enthusiastically.

PRESIDENT BUTLER: There is no doubt, Mr. Carey, but that your inspiring address will dominate the proceedings of this 36th annual meeting of the Grain and Feed Dealers National Ass'n.

President Butler presented the following address and won the enthusiastic applause of his audience:

Pres. Butler's Address

Two years ago at the 34th annual meeting of our Ass'n in Chicago, I was unexpectedly drawn into my present work with you. We were then just beginning to realize what the passage of the Agricultural Marketing Act meant to the Nation. In accepting the office of president, I briefly stated my conviction that the greatest task ahead was to assist in unseating the political racketeers responsible for the passage of unsound legislation and in repairing the damage they had caused.

During these two eventful years we have labored steadfastly at this job. We have endeavored not only to relieve our own financial pains and aches, but we have been more concerned in directing the attention of the citizens to the cause of the trouble—false and unsound leadership in legislative halls. At first our task was most difficult—but as time has passed and the economic distress has steadily increased, it is becoming easier to get an audience for our message—the message that national economic ills are only aggravated when treated by quack legislation.

The experience of the past three or four years has almost completely changed the working program and future mission of our Ass'n. Formerly our work was largely to formulate trade and arbitration rules to govern our members. To-day this has become largely the work of local exchanges and trade ass'ns. Formulating trade rules, handling arbitration, and transportation matters is still an important phase of our Ass'n program, but by far the most important present and future work is that connected with legislation.

Few industries are as National in their scope as ours. It is easy for us to observe that legislation that is economically unsound for the farmer, grain dealer, banker or business man in California is likewise unsound if applied to states along the Atlantic.

Agricultural Marketing Act a Blunder.—Three years ago, yes, even two years ago, members of agricultural trade ass'ns like ours were about the only citizens of our land protesting against the Agricultural Marketing Act and similar legislation. To-day it is different and largely because of the educational campaign we have so persistently conducted. Long before the passage of this Act we in the Grain trade said that it was a serious legislative blunder. We have been on record for several years, claiming it was like the governmental price-fixing schemes attempted in other nations, all of which failed so disastrously. People generally are beginning to see the fallacy of such legislation. We insisted in advance that it would not work, and it has not worked except to bring terrific loss and disaster not only to the farmer whom it was supposed to help but to every line of business in our country!

During the past two years I have visited

many states, meeting with trade and business groups as well as producer associations, traveling many thousands of miles, everywhere registering our protest to the enactment of such unsound legislation as exemplified by the Agricultural Marketing Act. That protest has been sincere, not because the legislation enacted threatened our own personal income; but because it further extended the powers and dangers of bureaucracy, because it added to the already burdensome cost of government; because it brought good to none and distress to many. It has been and remains our firm conviction that prosperity cannot return to the Nation as a whole until laws like the farm marketing act are all repealed and our legislators cease to disregard the principles of sound economics.

Economic Chaos After War.—I believe it can be admitted that much of our national as well as international distress is directly attributable to the economic chaos following the Great War. Millions of men were drawn from the ranks of industry into the various armies, while those engaged in agricultural production were left at home and urged to produce more. This was especially true in our own country. Then immediately following the close of war hostilities, millions of our men were again placed in manufacturing, building and other industrial lines in an attempt to satisfy as quickly as possible, the unusual demand in those lines. Exactly the reverse was true in agriculture. Farm production, artificially speeded up during the war, had placed millions of acres of marginal land under the plow and the percentage of our crops going into export channels increased enormously.

When the soldiers of Europe returned home they had but little chance of employment in other than agricultural lines. It took time to re-open their factories, but all the while their people must have food, products from the soil, and under government stimulus and the force of necessity they began producing their own needs thereby greatly reducing the demand for our farm exports.

Thus during the years immediately following the Great War wages and profits to those engaged in the manufacturing industry and transportation were greatly increased while returns to the farmer diminished. This illogical relationship of course, could not last. The bulk of our industrial as well as the bulk of our agricultural output is consumed within our own nation. With the buying power of our agricultural class, numbering about thirty millions, being gradually reduced to the vanishing point, the rest of our nation must ultimately suffer...and we are paying daily for this unbalanced economic relationship. There are but two ways to correct the situation and improve the position of the producer—he must either get more for his own product or purchase much cheaper the things he has to buy.

Visionary Schemes of Politicians.—It is at this point the governments and politics have entered the situation with very distressing results. It is here the quack politician, social reformer, and bureaucrat have seen their opportunity, and proposed their visionary schemes. In spite of the fact that official government investigations, carefully covering long periods of time disclose that grain has been marketed from producer to consumer at the lowest expense of any commodity, we are told that the farmers' troubles will be solved if this light marketing expense can be shifted from one small group to another!

Likewise it was argued that orderly marketing, the releasing of one-twelfth of the available supplies monthly, would solve the producers' troubles, that seasonal surpluses carried by the Government into seasons of light crops would bring the farmer a higher price. This in effect is the plan followed by the Farm Board during the past three years with such disastrous results.

Even in the face of its utter failure to date,

Some of the Directors of the National Association at French Lick Convention



Directors J. H. Caldwell, St. Louis; W. J. Edwards, St. Louis; Otto F. Bast, Minneapolis; Walter M. Moore, Covington, Ind.; Pres. Geo. E. Booth, Chicago; Directors Chet A. Davis, Cedar Rapids, Ia.; A. C. Koch, Breese, Ill.; Sam P. Mason, Sioux City, Ia.; Sec'y Chas. Quinn, Toledo; Director Fred E. Watkins, Cleveland, O.

those who sponsored this unwise act are now clamoring for other and equally vicious schemes. Equalization, debenture, domestic allotment are all tarred with the same stick, and carry the same dangers of bureaucratic control; and mean the further extension of Government into private business, an ever increasing tax load; an increased list of government employees, a decreased list of taxpayers, and a further reduction in the income of those left.

I believe the real task ahead for us is to assist in educating legislators and the public generally to the dangers involved in such unsound schemes. Our nation cannot exist with its citizens taxed to the limit in order to maintain government payrollers, operating as their competitors, paying no taxes!

During the past two years we have cooperated with the organized grain exchanges, state and district dealer ass'ns thru the Grain Com'te on National Affairs in an endeavor to assist our congressmen in understanding the economics of the grain business. This educational work must continue till people generally realize that the grain merchant performs a necessary service both to producer and consumer—a service as essential as that furnished by the banker who finances the crop movement or the railroad that transports it. We must continue our Ass'n work so that legislators and citizens generally realize that private initiative and competition are the most fundamental principles of our present order—also until they realize that it is the primary business of Government to provide conditions under which these principles can work efficiently for the welfare of both producer and consumer.

The business structure of the Nation is a delicately adjusted mechanism in the operation of which we all have a part. Agriculture is and will remain our basic industry. Our task is to find the best markets for the products of agriculture at the lowest possible expense. This is a most important cog in our economic machine. Our present marketing machinery, altho perhaps not perfect, for it is a human product, is the best the world affords and we justly take pride in its operation. We welcome any improvement, regardless from what source the suggestions come. We maintain, however, that no quasi-political set-up can improve our present marketing methods.

While respecting the integrity of those drawn from our own ranks who now operate the Farm Board set-ups, we deny that they have been endowed with power or ability bordering the supernatural simply because they are employees of Government!

And we resent the attitude of their leader, the Rev. Mr. Huff, who in a recent radio talk likened the members of the grain trade to those hideous wretches who opposed the building of lighthouses along the rocky coasts of England because it would interfere with their gathering rich booty from the ships wrecked on the unlighted rocks along the coast!

Farm Board Luring Farmers to Destruction.—These wreckers, who saw the rich booty of shipwrecks snatched from them by the lighthouse beacon, warning vessels of the dangerous rocks and reefs, were in Rev. Huff's mind, ancestors of yours and mine. But along comes the Farm Board with its political set-ups and Mr. Huff with his lighthouse—the Farmers National Grain Corporation of Delaware, to save the farmer from the wreckers!

In using the analogy, Mr. Huff omitted to mention that even after the erection of lighthouses the wreckers were not dismayed. They entered into competition and on many a rocky coast set up false lights and beacons to deceive the poor sailor and lead him upon the rocks to his doom.

Let the people judge who is operating the lighthouse and who the false beacon! Who carried the false lights to fool the farmer and who drew them to ruin in the last three years! Who set up the blaze of Government subsidy and drew the farmers into the disaster of 25c wheat and 5c cotton? When before, at any time during history and the existence of the grain trade, did the farmer go on the rocks as he has during the past two years! If the Farm Board and its set-up, the Farmers National Grain Corporation, was the real lighthouse Mr. Huff claims it to be, what mean these wrecks of farm homes and agriculture which strew its base and lie stranded on the rocks thru the entire Nation! We know and the people generally are beginning to realize, that the Agricultural Marketing Act was not a lighthouse as claimed by Mr. Huff, but merely a false beacon to lure the innocent to destruction.

Continuing the simile, we might ask—who got the loot—the \$500,000,000 of Government money that was used to build Mr. Huff's lighthouse? Mr. Huff and his associates seem to be in possession of most of it. Indeed as a wrecking crew they have done a good job.

In closing, I wish again to reiterate that we who are left in the ranks of the Regular Grain Trade feel that we are the real friends of agriculture rather than those who live upon dues collected from its despair or from public funds wasted in the name of Farm Relief. The farmer has not and cannot have any group more

eagerly desirous of his prosperity than those of us whose sole source of revenue depends upon that prosperity. Some businesses can and do prosper when agriculture is depressed, but ours never can. We survive or perish with the farmer, therefore, our desire for improvement in the prices obtained for his products is fundamental.

During my two years as president of our Ass'n, your support has been inspiring and I sincerely thank you all—employees, officers, committeemen and members alike. Let us continue to show a solid front and keep up the fight which we know means so much for the welfare of our country.

PRESIDENT BUTLER: The Board of Directors of the Ass'n had a meeting last evening, at which time Secretary Quinn's annual report was considered, and one or two recommendations made by the Directors. I am going to ask Secretary Quinn at this time to make his report in an abbreviated form.

SECRETARY QUINN gave a resume of his Secretary's report, which follows:

Sec'y Quinn's Annual Report

This is my nineteenth annual report as sec'y of your Ass'n.

When the Agricultural Marketing Act was in preparation, and later when it was passed by Congress, ours were about the only voices raised against it. Today it is common gossip wherever men meet. Practically every newspaper in the land has denounced it and, with much detail, told of its failure.

The march of bureaucracy has been arrested. Socialism is on the defensive and the people have been brought to a realizing sense of their danger by the burdens of taxation under which they now groan.

It was the fate of the grain trade to be the spearhead in this fight.

The dangerous thing connected with the whole Farm Board experiment was the cynical disregard of property and personal rights of grain, cotton and other dealers when the government launched itself into private trade.

Had it succeeded the whole character of our government would have changed over night and no voice would have been lifted to defend private initiative and the right to engage in a legitimate calling.

Grain Com'te on National Affairs.—The Grain and Feed Dealers National Ass'n and the grain exchanges of the country, a little more than a year ago, created a com'te to be known as the Grain Com'te on National Affairs to keep in the closest possible contact with Washington so that the interests of the trade would be protected from assault by politicians.

Education and not lobbying was to be the aim of the committee, which has done splendid work during the last session of Congress. A number of bills hostile to the trade was introduced, but only one piece of legislation inimical to us was passed. This was the increase

in the tax on futures sales from one cent per \$100 of value to five cents.

The history of this tax increase is interesting and throws a flood of light on the purposes and aims of some alleged farm leaders who, in their blindness, will not hesitate to injure the grain producers if they may be permitted to attack the grain exchanges.

As all members of the Ass'n know, it was first proposed to meet the federal treasury deficit by the enactment of a sales tax, but this was defeated. The House Ways and Means Com'te then set about drafting a new tax measure.

The House Com'te avoided any hearings on the new bill because there had been such a difficult time and many hearings on the sales tax, only to find that their efforts were wasted. The com'te, to avoid delay, invited a few witnesses from the various departments to appear before them and give testimony relative to individual provisions of the new bill.

Dr. J. W. T. Duvel, in charge of administration of the Grain Futures Act, was one of those invited in executive session. It is understood that he stated that, in his judgment, a tax of three cents would be a fair tax. However, the com'te determined that the tax should be five cents and the House passed the measure providing for that amount.

At the time the bill was before the House several congressmen argued against the four hundred per cent increase, and an amendment was offered making the tax two cents per one hundred dollars of value. This amendment was defeated.

When the bill reached the Senate the Finance Com'te of that body granted hearings to the Grain Com'te on National Affairs. The Senate Finance Com'te reported back to the Senate recommending that the provision taxing futures trades be stricken out. The Senate then following the advice of its Finance Com'te eliminated from the bill as it passed the House the said tax.

Senator Frazier of North Dakota moved to reconsider. A few hours before the final passage of the measure, at about 11 o'clock at night, the North Dakota senator called up his motion to reconsider and, with only a few senators on the floor, succeeded in reconsidering the action of the Senate which had struck out the tax of five cents.

After the heavy tax took effect, and it became apparent that it was injuring the grain markets, an emergency bill was introduced by Congressman Purnell of Indiana reducing the tax from five cents to two cents a hundred. This bill was referred to the Committee on Ways and Means and Congressman Crisp, acting chairman of that committee, would not give hearings to Congressman Purnell and refused to report out the Purnell bill.

This was the only defeat suffered by the Grain Com'te on National Affairs during the last session of Congress, but it was a hard blow to the futures markets, because it imposed a tax that is burdensome in the extreme.

It is difficult to conceive how any senator could be so insensible to the interest of his own constituents, who are practically all farmers.

In the Japanese Garden at French Lick Springs



L. T. Sayre, Eddie Rosenbaum, Jr., and Harry Klein, of Chicago; Mrs. Harry Daunoy, Mrs. Harry Klein, Harry Daunoy, New Orleans, and Kenneth B. Pierce, Chicago

How he hoped to help the grain producers by crippling the futures markets is one of those things it is impossible to understand and can be explained only on the hypothesis that he is a victim of blind prejudice.

Short Selling Bills.—During the last session of Congress the Capper bill, S. 96, was introduced by the Kansas senator and referred to the Senate Com'te on Agriculture. The purpose of this measure was to regulate and greatly reduce the volume of short selling. Senator McNary, the chairman of the Senate Com'te, referred the bill to the Secretary of Agriculture for a report and the Grain Com'te on National Affairs arranged a conference with the Department of Agriculture concerning this measure. The bill was never reported back from the Department of Agriculture.

Another short selling bill, known as H. R. 10158, was introduced by Representative Jones of Texas, chairman of the House Com'te on Agriculture. Hearings were held prior to the introduction of this bill on a number of other bills pending before the House Com'te. The Jones bill was the result of information gathered at these hearings and was supposedly drafted to overcome the objections raised by the opponents of short selling. The Jones bill was reported favorably to the House, but no action was taken.

Farm Board Investigation.—The Norris resolution, S. Res. 42, was passed by the Senate on April 11 with an appropriation of \$25,000. The purpose of this resolution is to investigate the Farm Board. Action was deferred on the formation of the committee provided for by the resolution pending the lessening of the press of business in the Senate. Senator McNary, shortly after the adjournment of Congress, organized the com'te, naming Senators McNary, Norbeck, Wheeler and Kendrick. It was announced that the delay in giving hearings was caused by the examination of the books of the Farm Board by experts.

The grain trade, fearing that little if anything would come from the investigation under the Norris resolution, presented its evidence against the Farm Board at the investigation under the Shannon resolution. This resolution was introduced in the House by Representative Shannon of Missouri and provided for an investigation of governmental interference in private business. All members of the Ass'n know what developed at this investigation, because the proceedings were printed in practically every newspaper in the land. Several representatives of the grain trade appeared and told the story of Farm Board operations. Many farmers also voluntarily appeared and denounced the Agricultural Marketing Act which they characterized as an enemy to agriculture.

Financing Export Sales.—In both the Senate and the House bills were introduced to give \$100,000,000 to the Farm Board to finance sales of both wheat and cotton to foreign countries on credit. The grain trade vigorously opposed these bills and they were not reported by either the House or Senate Com'tes.

In both the House and the Senate bills were introduced to impound the Farm Board wheat, but no action was taken in either legislative branch of the Congress.

Another measure introduced in Congress during the last session was presented by Senator

Capper, who fathered a resolution urging the investigation of futures trading in both stock and commodity exchanges. The purpose of this resolution, so its author stated, was to "determine the economic value to the country of such trading." The resolution passed the Senate in April but failed to be given any consideration in the House.

About the only other bill introduced in Congress during the last session, and in which the grain trade was actively interested, was S. 4034, the author of which measure is Senator Sheppard of Texas. The purpose of this bill is to provide for the collection of negotiable instruments in event of national bank failures.

Members will recall the fact that the Ass'n has been endeavoring for several years to get Congress to pass such a bill because of the many bank failures. Under the present law drafts sent for collection to distant banks by shippers have been retained by receivers of failed national banks when such drafts happened to be in the banks at the time they were closed. The Ass'n has held that such drafts are mere collection items and that they should be regarded as preferred claims. Hearings were given on Senator Sheppard's bill in May last, and before Congress adjourned it passed the Senate. No action was taken on it in the House.

Domestic Allotment Plan.—At the next session of Congress an effort will no doubt be made to enact into law the Norbeck bill, otherwise known as the Domestic Allotment Plan.

Stated briefly, the Allotment Plan provides that the government is to ascertain and promulgate what proportion of the current production of wheat, cotton and hogs will be consumed by the domestic market. On the basis of that percentage farmers will be paid 42 cents a bushel (the amount of the tariff) on wheat, \$25 a bale on cotton and \$2 a hundredweight on hogs for the same proportion of their individual production as the calculated domestic consumption bears to the total production.

As an illustration of how the scheme would work out: Should the government calculate that the domestic market would consume 90 per cent of the total wheat crop, then a farmer who produced 1,000 bushels would be entitled to 42 cents a bushel bonus on 900 bushels.

To provide for the payments to the farmers a tax would be laid upon processors of wheat, cotton and hogs. This tax would, of course, be reflected back to the farmers. Of the many objections to this scheme perhaps the first one that suggests itself is the impossibility of forecasting in advance the domestic requirements. Then follows the problem of making the allotments to the individual farmers and then the dumping of the surplus on foreign markets, every one of which has recently shown no hesitancy in erecting tariff walls to protect their own producers. The authors of the bill evidently have this last problem in mind, for the measure attempts to keep down the surplus by the cumbersome method of making allotments only to those farmers who sign a contract not to increase acreage.

To carry the plan into effect state and county com'tes would have to be formed to canvass the millions of farmers and these com'tes would pay the individual farmers the tariff benefits at the end of the marketing year.

Aside from the difficulty of administering such an involved bill the question of its constitutionality has been brought into view. Many students of the federal constitution believe that Congress does not possess the right to lay a tax upon a part or even the whole of the people for the special benefit of a section of the people. Though the intent of the bill is, no doubt, to give the producers the benefit of the tariff the method employed, it is believed, cannot be defended on the same ground as the tariff, for it is not in fact a revenue measure, and that is what makes a protective tariff legal.

The Domestic Allotment Plan seems to be quite as cumbersome and objectionable as the equalization fee scheme or the debenture plan, even though it avoids some of the errors inherent in these other schemes about which so much has been written. While avoiding some mistakes made in the other plans it presents new problems of its own and these problems are of such a serious nature that it is impossible to see how they can be overcome.

However, these objections will in no wise prevent the attempt to get the bill thru the next Congress, because the farm leaders in Washington must continue their agitation even though every scheme they propose is economically impossible. It looks at the present time as tho the country is in for another agitation for farm relief, and one that will be comparable to the conflicts over the equalization scheme and the debenture plan.

Transportation.—With Congress appropriating millions of dollars for the development of internal waterways, and with privately owned trucks by the thousands taking business away from the steam roads, the position of the latter is unenviable indeed. The sympathy of the grain and feed trades is naturally with the railroads whose enormous investments in terminals and rolling stock are threatened. It was the railroads that built up this country. They are too important to be sacrificed. Some sort of coordination between the steam roads and the trucks will doubtless be worked out in time, but the final solution of the problem seems rather far away. Transportation by auto trucks is in a chaotic condition, not unlike the railroads of half a century ago. In developing a solution it may be necessary for the supreme court to encroach still further on the domain of state rights.

During the past year a number of complaints against the trucks have reached the Association from country grain shippers in Kansas, Indiana and Ohio. They see their investments in elevator property jeopardized by the trucking of grain past their doors for a distance sometimes of more than one hundred miles. How to meet this situation is a problem indeed. Many solutions are offered. Some assert that the trucks do not bear their proper share of the taxation burden. Others are in favor of more stringent regulations by state bodies, while still others believe that privately owned trucks should not be permitted to use the modern highways which have been built at great expense to the taxpayers and which are being rapidly destroyed by the heavy trucks.

A great many persons are coming to the belief that trucking should be done only by the railroads which would operate the trucks as feeders for the steam lines, thus creating a coordinated system of transportation, which would allow for deliveries at one's home or place of business. No doubt out of the welter of the present situation order will some time come, for it is inconceivable that the present chaos will be permitted to continue indefinitely.

Arbitration.—The work of the Arbitration Com'tes during the year was very light, as is shown by the following table:

Number of cases at the beginning of the convention year	9
Number of cases filed for arbitration during the year	4
Total	13
Number of arbitration decisions during the year	7
Dismissed	2
Withdrawn	1
Expelled	1
Cases pending	2

Total

But two cases were appealed during the year and the Appeals Com'te rendered one decision.

Arbitration may be accepted as a barometer of grain trade. When the number of cases is small the volume of business transacted by the independent grain dealers is correspondingly small. The depression manifests itself here as it does in all other activities of the Ass'n. With the impounding of grain by the Stabilization Corporation the business of regular dealers was naturally circumscribed, hence arbitration disputes were reduced to the minimum. A glance at the above table will disclose the astonishing fact that there are but two cases pending, the smallest number shown in any year for three decades.

One member was expelled by the Ass'n during the year for refusing to pay an arbitration award amounting to \$3,123.72. The expelled

Milwaukee Delegates at the National Convention



A. R. Taylor, St. Joseph; Wm. Hottensen, E. A. LaBudde, and E. J. Koppelkam

member is the Henderson Milling Co., of Grand Rapids, Mich. They were defendants in a dispute with the Farmers Co-operative Ass'n of Ade, Ind., an affiliated member belonging to the Indiana Grain Dealers Ass'n. The directors of the Ass'n by mail vote, expelled the Henderson Milling Company from the Ass'n.

Trade Rules.—At the last annual meeting at Houston, Tex., one new rule was added to be known as Rule No. 43. It reads:

Rule 43. Transit Privilege and Inspection. Unless otherwise specified or agreed to a buyer is entitled to one transit privilege and to one inspection, free from railroad charges, on each car of grain, and charges lawfully collected by the carrier accruing by the failure of the seller to furnish billing carrying such privileges shall be for the account of the seller.

This is the only change that has been made in the Trade Rules of the Ass'n for several years and this would seem to prove that the rules are now about as nearly perfect as it is humanly possible to get them. The Ass'n adopted its trade rules in 1902, or thirty years ago. They have been revised and amended so many times in the past that they now meet all general trade situations in a practical way.

Membership.—The following table shows the direct, affiliated and associate memberships:

Number of direct and associate members reported at the last convention.....	930
Direct and associate members secured since the last convention	34
	964
Direct and associate members in good standing Sept. 17, 1932.....	608
Number of delinquents.....	130
Direct and associate members lost during the year from the following causes:	
Resignations	146
Gone out of business.....	46
Dropped for non-payment of dues.....	33
Expelled	1
	964

Net decrease in direct and associate members during the year, 1932.

Affiliated members reported at the last convention	1,455
Affiliated members on Sept. 17, 1932.....	1,425

Decrease

Direct, Associate and Affiliated members reported at the last convention.....	2,385
Total number of direct, associate and affiliated members on Sept. 17, 1932.....	2,163

Decrease

Your secretary regrets to inform the convention that the Ass'n suffered a severe loss in membership during the last year due to the depression, which is the worst the trade has ever known.

As will be seen by the above table but 34 new members were brought into the ranks and 226 either resigned or went out of business.

Under ordinary conditions this would be a very poor, if not a disastrous showing to make at an annual meeting, but the conditions are anything but ordinary. They are so extraordinary indeed that no parallel can be found for them in the thirty-six years of the life of the Ass'n.

No trade, social or fraternal organization and no county, city or state government in the country has escaped the blight of the depression. And as for the federal government the daily press is filled with information relative to its decreasing revenues.

The saddest experience your secretary has had in the nearly twenty years that he has occupied his present office has been the daily receipt during the last year of letters from old members as well as comparatively new ones resigning from the Ass'n because of the absolute necessity of curtailing overhead expenses to the barest minimum.

These letters are all in the same tenor. They describe the deplorable business conditions in their section of the country and they assert that to continue in the grain trade at all they must "cut every possible corner" in the matter of expense. Invariably they praise the work of the Ass'n and affirm that they will be glad to rejoin as soon as conditions show some improvement.

The resignations tell only a part of the story. There is the list of those who have gone out of business and those who were dropped from the membership rolls for non-payment of dues. Present business conditions are the underlying cause of the loss of these members also. All in all, the past year, from a membership standpoint, has been a sad one.

At the Chicago convention two years ago the dues were raised from \$20 a year to \$25 a year to meet the extra expenses caused by the passage of the Agricultural Marketing Act. It was felt at the time that the increase was absolutely necessary. Indeed the increase was regarded as pitifully small and ridiculously inadequate to cope with the Farm Board which had half a billion dollars given it by Congress

to destroy the existing system of grain distribution.

The \$5 increase in dues met a pressing situation and helped materially in the effort to bring to the attention of Congress and the country the dangers inherent in the Agricultural Marketing Act, especially the impounding of grain in the valorization scheme to "stabilize" prices.

Present conditions, however, argue for a reduction of the dues back to the \$20 basis. Some of the members have been complaining of the increase in dues in the face of falling prices in commodities and services generally. Your secretary believes that the convention should remove this complaint by reducing the dues. Such action would prove to the members that the organization is anxious to share with the members the hardships and trials through which the country is now passing.

With a reduction in the dues to \$20, many of the members who resigned during the year will no doubt re-enter the Ass'n. It is also felt that the reduction will be the means of retaining a number of members who may contemplate leaving the organization in the next year owing to the unprecedented business conditions.

President Butler will give three prizes to the boosters who secured the largest number of new members during the year. The first prize goes to H. L. Daunoy, of New Orleans, La., who secured six new members. Director F. A. Theis, of Kansas City, and Director James H. Gray, of Springfield, N. Y., were tied for second place, each having landed three applications.

The work of Mr. Daunoy is worthy of special mention. Securing six new members in a year like the one just concluded shows that he is a great membership getter who deserves the thanks of Ass'n.

Four members secured two applications each. They are: Mark Steele, Buffalo, N. Y.; Ed. K. Shepperd, Indianapolis, Ind.; Geo. E. Booth, Chicago, and I. C. Harden, Omaha. Thirteen of the members landed one application each.

FINANCIAL STATEMENT.

The financial statement of the Ass'n, presented herewith, shows a surplus of \$6,481.75. Of this amount \$4,017.57 is in the Ohio Savings Bank & Trust Company, of Toledo. This was one of the five Toledo banks that closed their doors in August, 1931. These banks passed into the hands of the state banking department to be liquidated in the interest of depositors.

This was a severe blow to the Ass'n, which had on deposit with the Ohio Savings Bank & Trust Co. (the largest bank in Toledo) the sum of \$4,726.55. Since the failure the Ohio Savings Bank & Trust Company has made two payments to its depositors of ten and five per cent, respectively, or fifteen per cent in all, leaving a balance in the Ass'n's deposit with the bank of \$4,017.57.

What percentage of the Ass'n's deposit with the bank will ultimately be paid is a matter of mere conjecture, but it is expected that another payment to depositors will be made shortly.

The financial statement follows:

Financial Statement of the Grain and Feed Dealers National Association, Covering the Period from October 11, 1931, to September 17, 1932, Inclusive.

Cash on hand last report.....\$ 7,601.60
United States Liberty Bonds 2,031.58 \$ 9,633.18

Receipts.

Direct and branch dues.....\$13,225.00
Direct and branch memberships

771.50

Associate dues	245.00
Associate memberships	49.00
Regular subscriptions to Who Is Who in Grain and Feed	311.50
Affiliated subscriptions to Who Is Who in Grain and Feed	439.25
Who Is Who in Grain and Feed advertising	7,459.50
Sundries	80.06
Arbitration deposit fees.....	220.00
Affiliated dues	439.25
Investments	26.39

Total receipts

\$23,266.45

Grand total

\$32,899.63

Expenditures.

Salaries	\$11,517.47
Office supplies	384.58
Express and telegrams.....	69.19
General printing	536.89
Who Is Who in Grain and Feed	7,013.31
Office rent	1,375.00
Telephone rent and tolls....	117.00
Refund arbitration deposit fee	325.00
Legislative expense	943.78
Officers' traveling expenses..	542.71
Postage	769.00
Sundries	76.24
Convention expense	1,760.99
Arbitration expense	217.98
Returned application fee....	25.00
Transportation expense	582.16

Total expenditures

\$26,256.30

In banks, commercial accounts:	
Toledo Trust Company.....	2,137.18
Ohio Savings Bank & Trust Co.....	4,017.57
In petty cash account.....	327.00
Investments:	

Loss on sale of United States Liberty Bonds sold during year, purchased June 23, 1931, for \$3,042.83 and sold in September, November and December, 1931, for \$2,881.25.....

161.58

\$32,899.63

The Ass'n has every reason to be proud of H. A. Butler, its president for the last two years. Mr. Butler assumed the presidency at the most trying time in the history of the Ass'n. Never before has the grain trade been confronted with so many weighty problems as during the last two years. And never has it encountered such business conditions as now obtain in the trade.

President Butler has given freely of his time and ability with no thought of reward save the consciousness that he was doing his best to meet an unprecedented situation. The Ass'n owes him a heavy debt of gratitude for his earnest and able efforts in behalf of the independent grain and feed dealers of the country.

PRESIDENT BUTLER: We will hear a motion and a second on repealing the action taken at the Houston convention on describing standard and pure wheat brans.

The motion to repeal such action was made by Mr. S. P. Mason, seconded by Mr. Allison, and carried.

PRESIDENT BUTLER: I have two committees to announce: Nominations: O. F. Bast, Minneapolis; Bert Dow, Davenport; P. E. Goodrich, Winchester, Ind.; E. K. Sowash, Crown Point, Ind.; F. E. Watkins, Cleveland;

Omaha Golfers at the National Convention



O. T. Brewick, H. A. Butler, J. A. Linderholm, F. P. Manchester, and O. H. Gibbs

Mr. Guy Brundidge, Kingston, O., and E. C. Eikenberry, Camden, O.

RESOLUTIONS: F. A. Theis, Kansas City; J. H. Caldwell, St. Louis; J. A. Linderholm, Omaha; E. C. Eikenberry, Camden, O.; Walter Moore of Covington, Ind.

The Secretary has given you the details of the membership campaign. I wish we had more time to tell more of it. H. L. Daunoy of New Orleans has been one of our most active campaigners. If Harry is in the audience, I wish he would come forward. I should like to have him get this token from the Association, which I hope will reward him for our good feelings for him. Mr. Frank A. Theis, Mr. James H. Gray, of Kansas City, received second and third prizes.

Adjourned to Tuesday morning.

Tuesday Morning's Session

The second session was convened at ten o'clock Tuesday morning, President Butler presiding.

PRESIDENT BUTLER: We opened our session yesterday with a wonderful message from a leader in our own trade and our own trade organization, Mr. Peter Carey, President of the Chicago Board of Trade. The session today is to be opened by a representative from the milling industry.

I will at this time introduce Mr. Sydney Anderson, of Minneapolis, who has a different slant undoubtedly than many of us get on the political questions and economic situation of the day, because he not only gets the slant from the industry in which he is engaged at the present time, but he has also served many years in Congress. (Applause.)

Mr. Anderson's address is quoted extensively elsewhere in this number.

PRESIDENT BUTLER: Mr. Anderson, we want sincerely to thank you for the wonderful message that you have given us. You say it has been ten years since you have been with us. We certainly hope it won't be that long before we hear you again. A message of that sort, I think, should be in every grain dealer's national convention.

I have here a letter written not to Congressman Hart, but to a member of a jobbers' association in his district, written by a representative and a member of the American Cotton Shippers' Ass'n in the South, simply to acknowledge the good work that Congressman Hart has done not only for the people, the producers of his own district, but for the people generally over the entire country.

I think it is unnecessary to read this letter at this time, but it is an example that all of us should follow. When you hear of a congressman or a senator who takes what you think is the right stand for the country and the people as a whole, we should give expres-

sion to that acknowledgment direct to the congressman or the senator.

We will hear at this time from a member of our trade, Congressman Michael J. Hart, representing the Eighth Michigan District, from Saginaw. (Applause.)

This splendid address is published elsewhere in this number.

PRESIDENT BUTLER: I am sure, Congressman Hart, that the demonstration that we have given you convinces you that we have taken to heart the message that you have given us. I hope all of us here will be good messengers and carry your message home with us.

SECRETARY QUINN: Through inadvertence I neglected to include the name of Mr. Gardner Curry of Boston in the list of those securing members. Mr. Curry secured two new members. I want to let you know that Mr. Curry was one of our most successful boosters and has done more than any man to keep alive the interest of the National Association, not only in the Boston market, but also throughout New England.

PRESIDENT BUTLER: We have one more address for the morning. This message comes from a distinguished leader in another trade group, the Cotton Association.

I take pleasure in introducing to you a leader in the Cotton Association, Mr. J. W. Garrow, of Houston, Tex. (Applause.)

Mr. Garrow's excellent address is quoted elsewhere in this number.

PRESIDENT BUTLER: We have listed on the balance of the morning program the reports from a number of our standing committees; one from C. C. Lewis, Chairman of the Legislative Committee; Transportation, Mr. Henry L. Goemann, and Membership, Mr. I. C. Harden. Those have been written and can be made a part of the record. Mr. Goemann's report follows:

Chairman Goemann's Transportation Com'te Report

Grain Routing.—Grain shippers and millers in the Central Freight Association territory have been very active in this matter and have formed a Grain Routing Com'te, of which your chairman of the Transportation Com'te is a member. The Com'te has had several joint conferences with the traffic executives of the Central Freight Ass'n roads, but nothing definite as yet has been accomplished other than that the Interstate Commerce Commission has upon petition of the Central Freight Ass'n carriers and the shippers com'te extended the time to the carriers in publishing their routing guides and amending their tariffs so as to comply with rule 4(k) and rule 27 of tariff circular No. 20 to July 20, 1933.

The several grain transit and milling-in-transit restrictions as proposed by the railroads would, if adopted, eventually destroy transit operations and eliminate the millers and grain shippers located at other than rate breaking points.

Referring to the transit subject it seems to us that Rule 43 adopted last year at the Houston convention ought to be amended as transit elevators located at non-rate breaking points may not be in position to route shipments except in accordance with tariffs which may limit routes, therefore, the rule should be modified to clarify its intent and render its application reasonable and definite.

May we suggest that rule 43 be amended so as to bring it in line with the decision of the Arbitration Appeals Com'te of the Ass'n in the case of J. G. McKillen, Inc., of Buffalo, N. Y. versus S. Zorn & Co., of Louisville, Ky.* We suggest the rule read as follows:

"Rule 43 Transit Privilege and Inspection. Unless otherwise specified or agreed to, a buyer is entitled, on each car of grain, to one inspection and one transit privilege free from railroad charges, via the route available from the sellers transit point in accordance with the tariff in effect to the buyer's billing point."

On sales made basis a specified delivery and shipments ordered to an intermediate point they must move, without penalty, on such billing as will permit forwarding to such contract destination via the intermediate point. Charges lawfully collected by the carrier accruing by the failure of the seller to furnish billing carrying such privileges shall be for the account of the seller.

The railroads have plenty of idle equipment and by reducing the rate secure a movement of corn and possibly other grains and would put the feeding and dairy situation in better shape and benefit the railroads in a more normal movement of farm produce for domestic consumption.

It seems to be the view of eastern exporters that approximately a 25% reduction is necessary to move this grain all rail for export. The present level of export rates was established during the War period when all grains were several times their present value, and then the competition of other producing countries was not near such a factor as at present.

For the last four or five years, aside from the movement of Farm Board grain, there has been no appreciable movement on the all rail export rates, nor is there likely to be at their present level, hence no loss of revenue to the railroads involved can result from a reduction. The railroads last spring, as you may know, reduced the export ex-lake rates from Buffalo to North Atlantic ports 33 1/3% to meet water competition, hence, a 25% reduction in the all rail rates should not be too much to expect.

Secretary Blewett, of the Texas Grain Dealers Association, speaking for the Southwest has begun a campaign in his territory for a reduction in freight rates on grain of 25 per cent.

Should you concur in the above, may we suggest that you write the General Freight Agent of the railroad over which you ship requesting him to make this reduction in the all rail export rate.

Increase Number of Rate Zones.—At the annual meeting of the Ohio Grain, Mill & Feed Dealers Ass'n, at Lima, on June 29, the following resolutions were adopted:

"WHEREAS, The present increase in rate zones result in inequalities in the buying price at competitive country points which in many instances are not only annoying and confusing but result in undue commercial advantages and disadvantages to country elevator operators; therefore, be it

"RESOLVED, That we recommend to the traffic department of the Grain and Feed Dealers National Ass'n that it diligently endeavor to secure a change and increase in the number of rate zones to a system that will require no break in grain rates that will amount to more than one cent per hundred.

Nominal Car Service Charge.—"WHEREAS, Conditions that justified the imposition by the railroads of the present scale of car service demurrage charges have passed from one of scarcity of cars to one of distressing plenty; therefore, be it

"RESOLVED, That we recommend to the traffic department of the Grain and Feed Dealers National Ass'n that it use its best efforts to secure a return to a nominal car service charge the same or similar to the fees in effect before the adoption of the present scale."

These resolutions were referred to our committee and I beg to report they were duly submitted to Chairman Morris, of the Central Freight Ass'n, with the request that they be submitted to the proper com'te for attention and action, but at this writing no advice has been received as to what action, if any, has been taken.

Repeal of Recapture Clause.—It is our hope that Congress will heed the unanimous request of the Interstate Commerce Commission, also of shippers' organizations and individual concerns that "recapture" be excised from the law, practice and principle, for there never was any good reason for its insertion in the law and it should be repealed in toto, not only for the future, but retroactively from the beginning.

Commissioner Eastman, of the Interstate

*Published in Grain & Feed Journals June 8 page 560.

Sam Mason Starts Another Foursome at the National Convention



Geo. E. Booth, Chicago; O. F. Bast, Minneapolis; Bert Dow, Davenport; C. A. Davis, Cedar Rapids, and Sam Mason, Sioux City

Commerce Commission, in his testimony before the House Committee on Interstate and Foreign Commerce said in part: "Repeal of the recapture provisions for the future was not of such present importance, for there is likely to be little if anything, to recapture for some time to come."

"Retroactive repeal covering the past is of very great importance to the extent that we find amounts of any considerable size due in the proceedings now pending, there are few, if any, railroads which have cash enough on hand to pay them, and still fewer which could do so without robbing Peter to pay Paul. There are better uses to which the slender railroad credit, so far as it is available, can be put than to raise cash to pay the government excess income of the past which in most cases is more than balanced by the income deficiencies of the present. Railroads are exceedingly sensitive to the changing industrial conditions in the territory in which they operate, consequently they are likely to have severe fluctuations in earnings. The present depression has hurt all the railroads terrifically."

It is necessary that Congress be shown that this measure is one in the interest of the general and shipping public, and not alone a railroad measure and we, therefore, urge our members to advise their representatives that it is their view the recapture clause of Section 15-a should be repealed as from its effective date. Do this when Congress convenes in December or talk to your congressmen while they are at home.

Telephone Rates.—During the year we had a number of complaints as to long distance telephone rates and requesting that we try to secure some rate reductions.

We wrote The American Telephone & Telegraph Co. and a copy of the letter of July 19, 1932, from F. P. Valentine, Assistant Vice-President, which we quote, will give you the situation fully:

"In reply to your letter of July 9 I am glad to supplement my letter of June 30, and give you the dates and approximate amounts of the voluntary reductions in Bell System toll rates as follows:

"On Oct. 1, 1926, a reduction in long distance rates made a saving to users on the basis of the then existing traffic of about three million dollars a year;

"On Dec. 1, 1927, a further reduction, made a saving to users, on the then existing traffic, of about \$1,500,000 a year;

"On Feb. 1, 1929, a further reduction resulted in a saving of about five million dollars a year;

"On Jan. 1, 1930, a further reduction amounted to a saving of about five million dollars a year.

"Based on the traffic at the latter date, the saving from the above reductions from the rates prevailing previous to October 1, 1926, approximated twenty million dollars a year. Due to the material decrease in our toll tariff since then that saving as mentioned in my previous letter amounts to about fifteen million dollars a year at the present time.

"These reductions were applied to the long lines rates throughout the United States and were generally conformed to by our Associated Companies, within their respected territories. Some idea of the scope of these reductions may be obtained from the following table of distances and old and new rates:

Distance	Initial Period Station-to-Station Rate		% Reduction
	Sept. 1926	Jan. 1930	
100 miles	\$.70	\$.60	14%
200 miles	1.30	1.05	20%
300 miles	1.95	1.40	28%
500 miles	3.20	2.05	36%
1,000 miles	6.30	3.75	40%
2,000 miles	12.55	7.00	44%
3,000 miles	18.80	10.25	46%

"In reply to your question about the recent decision in Wisconsin, the 12½ per cent applies only to the local rates of the Wisconsin Telephone Co. There is considerable doubt, of course, if such a reduction will become effective, especially in view of the fact that the Wisconsin Company at present is earning less than three per cent on its investment.

"I trust these facts may give you the information desired."

On the Subject of Waterway, also Highway Motor Truck and Bus competition with the railroads, owing to shippers having a diversity

of opinion as to proper methods, of arriving at correct rates on shipments via waterways, highways, and airways, it is difficult to recommend any fixed plan. The investigation of the Interstate Commerce Commission revealed the difficulty of the problem and the inadequacy of data to date.

We believe, therefore, that we should request Congress to make an intensive study of this subject and ascertain what per cent of highway construction costs are assessed upon abutting property owners either by direct taxation or thru special assessments, what proportion for construction of street or road intersection is paid by the gasoline tax and if all up-keep and repairs, also what proportion of entire road cost is paid by the gasoline tax, so as to arrive at a proper cost of the highway and the amount that should be assessed upon the users for transportation of freight over the highway.

The states according to the U. S. Supreme Court have the right to make regulations covering the use of the highway and a constructive solution is highly desirable, both from an economic standpoint and from the standpoint of safety.

The states have ample powers to make such regulations as would assure maximum safety for passenger cars using the highway along with heavy commercial vehicles, also have jurisdiction over weight, length and width of vehicles including the truck and trailer combination, speed and qualifications and service hours of employees, also to fix rates on all intrastate shipments so that there will not be the unbridled competition of truck with truck. They should pass such laws if not already on their statute books so as to be able to enforce the above.

Regarding waterway competition by large barge lines owned and operated by the government, we believe the government should withdraw from the transportation field and dispose of the operating property to private interests which would be subject to regulation as are the railroads.

PRESIDENT BUTLER: We have in addition a report from the Trade Rules Committee, Mr. S. P. Mason. Then there is the Committee on Rejected Applications, Mr. W. J. Edwards, Chairman. I wonder if these gentlemen have something to bring before the Association.

MR. MASON: There is one suggestion for change in rules.

PRESIDENT BUTLER: Better come up and read that.

MR. EDWARDS: Please exclude my report. I have none to make.

PRESIDENT BUTLER: While Mr. Mason is coming up, you can adopt the reports of the absent members, making their reports a part of the record.

Such motion was duly made, seconded and carried.

S. P. MASON, Sioux City: The Trade Rules Committee have but one suggestion. At the meeting in Houston, in view of the 17,000 freight rate we adopted Rule No. 43 reading as follows:

"Transit Privilege and Inspection: Unless otherwise specified or agreed to, a buyer is entitled to one transit privilege and to one inspection free from railroad charges on each car of grain, and charges lawfully collected by the carrier accruing by the failure of the seller to furnish billing carrying such privileges shall be for the account of the seller."

Without mentioning names, there was an arbitration case this year in which the question came up as to whether shipment to a certain market carried billing privileges on the tariffs. Mr. Goemann of your Transportation Committee, in his report, suggested a change in the rule which the Rules Committee adopted. The rule as suggested, or put before the convention for adoption, would be to replace the

present rule No. 43, with a rule reading as follows:

"Transit Privilege and Inspection: Unless otherwise specified or agreed to, a buyer is entitled, on each car of grain, to one inspection and one transit privilege free from railroad charges, via the route available from the seller's transit point in accordance with the tariff in effect to the buyer's billing point, and charges lawfully collected by the carrier accruing from the failure of the seller to furnish billing carrying such privileges shall be for the account of the seller."

I move the adoption of the new rule.

SECRETARY QUINN: Do you understand that, Mr. Manning?

MR. MANNING: Yes, I understand, but I wonder since the 17,000 rate has been abolished, whether there is a necessity for this rule?

MR. MASON: The Rules Committee felt that the rule was of advantage and 17,000 is still before the Interstate Commerce Commission very actively, and will be settled—well, not within the next month, but it has been before them several years, and will be settled within the next few months. I hope it will be by the first of the year, from the information we get. We can only adopt rules at an annual convention. I suggest, therefore, that we adopt it at this convention as it is rather an important rule. (Carried.)

PRESIDENT BUTLER: I want to announce that there is a most interesting exhibit of feed mill machinery on the floor below. They have a wonderful exhibit there, and I am sure you will all be interested in seeing it.

Adjourned to Wednesday, 9:30 a. m.

Wednesday Morning's Session

The third session convened at 10:15 a. m. Wednesday.

PRESIDENT BUTLER: I am very sorry to report that it was impossible for Mr. Cain, President of the Farmers' Grain Dealers Ass'n, to be with us today, but he has been faithful to the job that was assigned him, and has sent Secretary Lawrence A. Farlow. (Applause.)

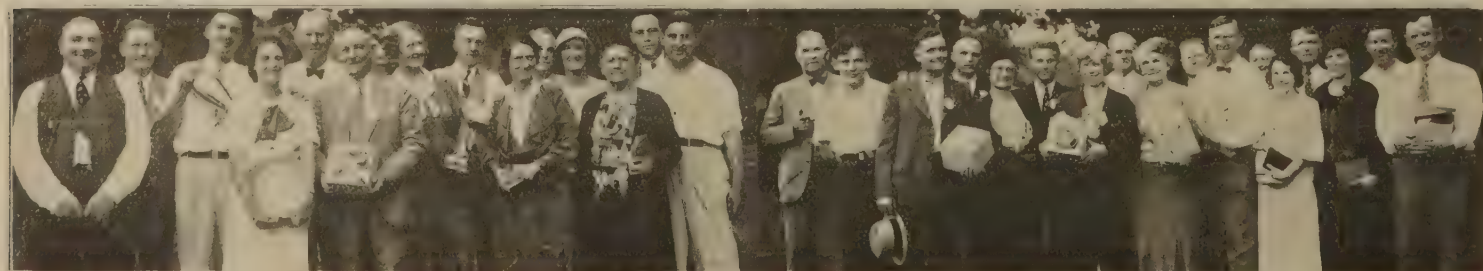
Mr. Farlow's address is published elsewhere in this number.

PRESIDENT BUTLER: I only regret, Mr. Farlow, that your talk on our program had to come at a time when so many of our delegates had found it necessary to return to their homes. The message you have given us is one really worth while, not only to the members of our Association, but to the country as a whole.

We find that it was necessary for the next speaker on our program, who was to be Mr. A. V. Imbs, to send in his place a substitute. Again we are sorry, of course, that Mr. Imbs could not be with us, but he too has selected a very worthy substitute to present to us an address at this time, in the person of the Secretary of the St. Louis Merchants Exchange, Mr. C. B. Rader. (Applause.)

MR. RADER: Mr. Chairman and Gentlemen: Mr. Imbs asked me to say to you that he deemed it a privilege to appear before this group, but due to press of other matters, he regrets exceedingly that he can not be here. He asked me to read his speech. It is published elsewhere in this number.

PRESIDENT BUTLER: The concluding



31 Prize Winners in the Mystery Field Events at National Convention

address for this Thirty-sixth Annual Convention is to be given by a member representing the feed trade, Mr. Lyle C. Lord of Cincinnati. (Applause.)

Mr. Lord's address is published elsewhere in this number.

PRESIDENT BUTLER: Next on the program, gentlemen, is a number of reports from Standing Committees; Crop reports, Grain Products, Uniform Grades, Arbitration Appeals, and reports from the Arbitration Committees, six reports. These have all been filed with the Secretary, and I think a motion to accept them will be in order.

It was voted, on motion by Mr. Caldwell, seconded by Mr. Theis, that these committee reports be accepted.

FRANK C. BELLS report on Uniform Grades is reflected in the following:

Report of Uniform Grades Com'te

During the last year the Uniform Grades Committee of the Ass'n was called upon to consider a number of proposed changes in the present standards for Durham, Soft Red and White wheats.

The proposed revisions would have added one new sub-class to the present Durham wheat standards, two new sub-classes to the Soft Red Winter wheat standards and two new sub-classes to the White wheat standards.

When these proposed changes were submitted to the Uniform Grades Committee of the Ass'n, it was found that nine of the twelve members were opposed to any of the proposed changes. Two members were neutral and one was in favor of the changes. The views of the Association's Uniform Grades Committee were communicated to the chief of the Bureau of Agricultural Economics and no attempt was made by the government to bring the proposed changes into effect.

It was felt by the members of the committee that the proposed changes were not of sufficient importance to offset the complication of additional grades and bin room requirements.

The proposal, made by the Bureau of Agricultural Economics to change the test weights in the grading of oats has not been approved.

Grain Products Com'te Report

E. C. Dreyer, chairman of the Grain Products Committee, in his report, made reference to the action of the Houston convention a year ago when the Ass'n defined Standard Wheat Bran.

The convention officially defined "Standard Wheat Bran" as "the outer coarse covering of the wheat kernel as separated from cleaned and scoured wheat in the usual process of commercial milling, with not exceeding mill run screenings."

The convention then defined "Pure Wheat Bran" as the "coarse outer covering of the wheat kernel as separated from cleaned and scoured wheat in the usual process of commercial milling without any screenings or scorings added.

The new definitions were presented to the Association of American Feed Control Officials, but they refused to accept them. Secretary L. E. Bopst, of the Ass'n, in a letter to Mr. Dreyer, said that, "the use of the nomenclature 'Bran' or 'Standard Wheat Bran' to represent 'the coarse outer covering of the wheat covering as separated from the cleaned and scoured wheat in the screenings' would not, in

my opinion, receive the sanction of the Association of American Feed Control Officials. While I realize," wrote Mr. Bopst, "that it has been the custom of the trade, when Standard Wheat Bran has been purchased, to expect a product containing mill run screenings, this has never been accepted by our Association. It is my opinion that the use of the term 'Standard Wheat Bran,' when screenings are added, is not sufficiently descriptive of the product. I should also like to bring to your attention the fact that a shipment in interstate commerce of mill feed containing mill run screenings, and designated only as 'Standard Wheat Bran,' without declaration of screenings appended thereto, would be in violation of the federal Food and Drugs Act."

As the Grain and Feed Dealers National Ass'n has had much experience in the past with the Food and Drugs Act as it applied to grain with which screenings had been added, it was thought best not to incorporate in the Trade Rules Governing Transactions in Feed the definitions for "Standard Wheat Bran" and "Pure Wheat Bran" as made by the Houston convention.

Unfinished business was called for, but there was none.

PRESIDENT BUTLER: Auditing Committee. We have here the copies of the Ernst & Ernst statements with their big red gold seal on them; a motion to accept the report of the Auditing Committee will be in order.

It was voted, on motion by Mr. Caldwell, duly seconded by Mr. Theis, and carried, that the Audit Committee report be accepted.

PRESIDENT BUTLER: Next in order will be the report of the Committee on Resolutions, Mr. Frank Theis.

MR. THEIS: Your Resolutions Committee submit the following report which is really a declaration of policy for the Association. We have eliminated all the whereases, wherefores and so on.

A Declaration—A Protest

The Grain and Feed Dealers National Ass'n in convention assembled at French Lick, Ind., on Sept. 19 to 21, 1932, reasserts its support of the fundamental economic principles it has advocated in the past. In the midst of political expedients and shifting financial and industrial policies its position is unchanged.

We reaffirm our declaration in New Orleans in 1922 that "business should not be hampered in its activities by unwarranted governmental interference, that it should be loosed and not bound, that it should be extended a generous confidence and not treated with discouraging distrust, and that true statesmanship dictates a recognition of the strength the commerce and industry of the nation contributes to its existence."

We deplore the wholesale and unnecessary creation of bureaus and commissions by our Federal Government having as their function a regulatory and supervisory authority over the legitimate business and industrial activities of the country, and we urge the repeal of all laws now on the statute books which have for their purpose the regulation or supervision of lines of industry that are legitimate in their nature and the operation of which is not inimical to public policy or the general welfare.

We believe that the continued life of the free institutions of America is threatened by the extension of bureaucratic control with a subversion of our liberties and the extinction of indi-

vidual enterprise and industrial self-reliance and ambition.

Having in mind this faith, we call upon other business interests of the nation to join in an effort to deliver ourselves and industry in general from the thralldom, the discouragement and the ignominy of bureaucratic control, with its attendant unbearable tax burden.

GOVERNMENT COMPETITION IN BUSINESS.

We direct the attention of our members and the business of the nation to the insidious and destructive effect of the intrusion of the government into competition with private business.

We condemn all such activities as Socialistic and Communistic in their nature and subversive of the liberty of our people, denying the right to the reward of individual and corporate effort. The entry of the government results in the withdrawal of private resources and a paralysis of trade.

Realizing that in more than two hundred instances the Federal Government is in competition with private business, we condemn all such activity on the part of the Federal and State Governments as an invasion of the liberty guaranteed by the Constitution and the heritage of a right to pursue our legitimate lines of endeavor freely and without interference. Such adventures are a trend toward Socialism and Communism and are infringements of the guarantees under which the industrial fabric of America has been created and,

We instruct the Secretary of the Association that he file with the Secretary of Commerce, the Secretary of Agriculture and the President of the United States this protest against a policy so unjust and pernicious that we demand the withdrawal of the Government from all competition with private business unless such business is in violation of the law or of public policy and then only for the purpose of the correction of such abuse.

AGRICULTURAL MARKETING ACT

Under the provisions of the Agricultural Marketing Act was created the Federal Farm Board, which was given authority to spend \$500,000,000 upon the mere voucher of the Chairman. With this vast fund at command, to its executives, it seemed possible to modify, if not to annul the operation of fundamental economic laws controlling trade and commerce,

This experiment was the most costly in our history; how much has been lost, what by ignorance, and what by mismanagement, will be revealed by an accounting which the tax-paying public will demand. Decrying speculation, its subsidiaries charged with the task of the stabilization of prices of agricultural products, in a futile effort to accomplish the impossible, supported its purchases of cash wheat by purchases of futures until it became the dominant speculator; overwhelmed by the magnitude of its accumulations, desperately trying to unload, the markets of the world were demoralized, prices forced to the lowest point in centuries and loss piled upon loss, demonstrating for all time a pitiful spectacle of the weakness of men and nations in a contest with natural laws.

The portion of the present Governmental deficit contributed by the Farm Board can easily be computed, while it has been one of the potent factors in partial paralysis of agriculture as an industry.

From its inception this Association has conducted open and honorable opposition against the uneconomic practices of the Farm Board and its subsidiaries and we still contend:

That they are competing with private individuals and corporations in every branch of the grain business in defiance of the equal rights guaranteed by the Constitution of the United States to all its citizens.

That the subsidiaries have been supplied with



All Contestants in Men's Crab Race at National Convention Covered their Heads with Paper Bags

funds from the United States Treasury at lower than commercial rates, thus equipping them with a devastating weapon of competition against private individuals and firms.

That instead of benefiting agriculture in accordance with the announced intent and provisions of the Agricultural Marketing Act, this tragic governmental adventure in marketing not only has proved tremendously costly to citizens engaged in the grain business, but has demoralized and all but destroyed existing co-operative marketing organizations owned and controlled by farmers, has been largely responsible for reducing grain prices to the lowest levels in history, and we believe has been responsible in no small measure for the extent and depth of the economic depression which prevails in the country today.

That it has wasted vast sums of public money in futile and ill-advised stabilization and other costly and socialistic schemes.

That it has advanced millions of dollars to the Farmers National Grain Corporation and its various subsidiaries on security of doubtful value.

That the arrogant attitude, the attempts at artificial price fixing and other acts of the Federal Farm Board have been largely responsible for foreign tariffs and other regulations which have destroyed the market for United States grain.

That it has introduced no new methods of marketing, but with no saving in cost or improvements in service it has utilized existing facilities and practices and has sought to filch from private industry methods and agencies which represent the progress and investment of over eighty years of experience.

And furthermore, the organized grain trade in this Convention demands recognition of the soundness and sanity of its consistent opposition to this Socialistic and Communistic experiment, that it is proud in the vindication of its judgment and wisdom and that it denounces as absolutely false any statement or intimation that the private grain trade was in any way responsible for the abject failure of the Farm Board Policies. Violating all economic laws, athwart the inexorable law of supply and demand, controlled by prejudice and manned by inefficiency and inexperience, all the resources of a great nation could no more save the Farm Board and stabilize the products it sought to control than it could stabilize the waves of the sea.

In his Farm Relief message to Congress President Hoover said: "No governmental agency should engage in the buying and selling and price fixing of products, for such course can lead only to bureaucracy and domination. Government funds should not be loaned or facilities duplicated when other services of credit and facilities are available at reasonable rates."

With great labor and at infinite cost and sacrifice the truth of this wise and statesmanlike utterance has been demonstrated. One of the noblest acts of any ruler or any government is that by which wrong is made right and justice restored and we call upon the President of the United States, in accord with his convictions as quoted above to use his great influence to secure the repeal of the Farm Marketing Act and the dissolution of the Farm Board with the liquidation of its affairs to be completed without delay.

Believing that by promoting such action this body can not only relieve its members of the uncertainty and destruction attendant on Farm Board operations, but that agriculture as an industry may have restored its foreign markets as an outlet for its surplus, and the chief factor among the causes contributing to the present economic condition may be eliminated, we instruct the Secretary of this Association to transmit to every member of the present Congress and every member elected to the next Congress at the November election, a copy of this statement of our attitude toward the Farm Board and Farm Board policies, soliciting their support in an effort to eliminate from the Federal Statutes this legislation, which is so uneconomic, so disastrous to agriculture, so stupendous in cost to the taxpayers, so futile and so un-American.

DEPARTMENT OF AGRICULTURE

The Federal Department of Agriculture was established in 1839 with an appropriation of \$1,000 to collect agricultural statistics. From this modest beginning organized in good faith and with good intentions has developed at the expense of the taxpayer a department requiring for its operation an appropriation in 1932 of \$247,283,130. Its activities have expanded until it reaches into the trivialities of life and the minute things of existence. No household duty is so unimportant, no farm detail so insignificant that it cannot be made an excuse for the lavish expenditure of public money or quite likely the establishment of a bureau for its treatment, control or regulation.

We believe that the Agricultural Department as originally intended has a very important place in government, but we deplore its expansions into activities that are a burden to agriculture. The farmer may not understand the functions of all the different bureaus and commissions of the Agricultural Department, but

the farmer can easily understand the fact that the cost of operating the Agricultural Department is equal to about the total amount the farmer received this year for his wheat crop, or about half the total value of his corn crop, or about three-quarters the value of his cotton crop, or about two and a half times the value of his oats crop.

We declare our support of all efforts on the part of the Chief Executive of the United States and of Congress to reorganize the Department of Agriculture, abolish all bureaus that are useless or extra constitutional, to eliminate duplication of service and effort and to restore this department to usefulness by confining its operations to the limited sphere of nation-wide agriculture common interest and allowing the states exclusive exercise of the agricultural control now duplicated by the federal department.

FARM RELIEF

On April 10, 1929, a committee representing this association presented at the White House to the President a brief detailing the position of this body and its members on the matters of Farm Relief.

We quote: "We desire to declare our approval of farm relief legislation along the lines that are economically sound and having as its purpose the relief of agriculture and its restoration to a degree of prosperity on a parity with that enjoyed by other basic industries."

To this declaration we reaffirm our allegiance. Obviously no group is more concerned in the restoration and maintenance of agricultural prosperity; our own prosperity is in proportion; he who exploits the farmer picks the pocket of the farmer and the dealer in grain and allied products.

Every proposed measure relating to agriculture we shall continue to test by economic acid, as hitherto we shall oppose the adoption of uneconomic measures, and agricultural nostrums, but we pledge our efforts and our means in support of safe, sound and sane endeavors to improve the entire agricultural industry.

CONGRESSIONAL INVESTIGATION

The Grain and Feed Dealers National Ass'n urge a complete investigation of the activities of the Federal Farm Board and its subsidiaries by the committee appointed by authority granted by Senate Resolution No. 42 and headed by Senator George W. Norris of Nebraska.

We also invite a complete scrutiny of the exchange method of trading in grain and of the Exchanges themselves, their operation and control. We believe that full and complete publicity should finally be accorded to the findings of this committee in every phase of its investigation.

The Secretary of the Association is hereby directed to forward a copy of this declaration to Senator Norris, to the Vice-President of the United States as presiding officer of the Senate, and to both the majority and minority floor leaders of the Senate.

We endorse the work of the House Committee, known as the Shannon Committee, investigating the competition of the Federal Government in private business and urge a complete and thorough prosecution of the duty with which its members are charged, together with a detailed and public record of its findings.

As no business seems safe from the encroachment of the government in its affairs we commend the co-operation of other industries in presenting their problems to this investigation committee and pledge our efforts and avenues

of publicity to the awakening of a public consciousness of this subversive activity of various departments and bureaus of the government of the United States.

We further direct the Secretary of this Association to forward a copy of this declaration to Representative Joseph B. Shannon, to the Speaker of the House of Representatives, to the majority and minority floor leaders of the House and to the secretaries of leading Industrial and Business Associations.

APPRECIATION

We wish to thank our hosts, the members of the Indianapolis Board of Trade, for the sumptuous entertainment at this convention.

In the thirty-six years of the life of the Association there have been many conventions where the members returned to their homes loud in their praise of the entertainment supplied, but no convention in the past has given those who were fortunate enough to attend more enjoyment.

To the management of the French Lick Springs Hotel we extend our sincere appreciation for the many courtesies shown to their guests during the meeting.

To the speakers who appeared on the program during the three days of the meeting, we extend our sincere thanks for their able and instructive addresses.

The Association is deeply appreciative of the cooperation received from all the officers and members of committees during the year. To President Butler we extend our heartfelt thanks for his able and tireless efforts in the cause of the grain trade in these trying times.

I recommend the adoption.

The motion was seconded by Mr. Mason and carried.

PRESIDENT BUTLER: I certainly want to thank the members of the Resolutions Committee. Out of its work has come what we hope will be a statement which will get the attention of people over the entire nation, more especially legislators.

We will have a report from the Special Committee appointed in the directors' meeting to report to the convention proposed changes in the Constitution and By-laws. Mr. Mason.

MR. S. P. MASON: It is proposed to change the constitution, Article II on Membership.

Article II, Membership, recites that the membership shall be divided into four classes, and then cites the four classes. Your Committee proposes a change in Section 1 C 1, which formerly read: "Any State or Local Association composed of twenty-one or more shippers may be admitted to affiliated membership in this Association, by a two-thirds vote of the Board of Directors."

The proposed change shall read as follows: "Any State or Local Association composed of twenty-one or more shippers, or other organized groups of individuals engaged in pursuits closely allied to the grain and feed trade, may be admitted to affiliated membership in this Association, by a two-thirds vote of the Board of Directors."

I move the adoption of the change in the Constitution.



The Nipple Suckers in the Prohibition Race at National Convention

PRESIDENT BUTLER: The purpose of this is to admit the chief weighmasters and inspectors' organization, who have long associated themselves with us, but under our constitution could not be officially affiliated with us. Under this change they can, and have applied for affiliation with us.

The motion to adopt was seconded by Mr. Caldwell and carried.

MR. MASON: The Committee were requested further to make the necessary changes in the by-laws to permit the annual dues to be changed from \$25 to \$20 per year, and to change the payment from annually to semi-annually.

It would also require a change in Section 5 which recites the dues of the associate members. The change would be the same, the annual payment of the associate members shall be \$20.00 payable in advance. Our time is brief, so it is just a repetition of the other except as applying to associate members. I move the adoption of the change in the by-laws.

The motion was seconded by Mr. Watkins and carried.

MR. MASON: One more change, Mr. Chairman. In going over the articles, taking applications, Sec. 1, recites that applications for direct or associate membership shall be accompanied with remittance of one year's dues. It was the understanding of the committee that that was to be changed, that we could accept \$10 for one-half year's dues for membership.

The rule to follow as at present written on the books is quite long. I move the adoption.

The motion was seconded by Mr. Caldwell and carried.

MR. BAST: The Committee on Nominations presents the following list of officers and directors to be elected at this convention:

President—George E. Booth, Chicago.

First Vice-President—F. A. Derby, Topeka.

Second Vice-President—W. M. Moore, Covington, Ind.

To fill the vacancies because of the expiration of the term of fifteen directors, we place in nomination the following:

F. E. Watkins, Cleveland, Ohio (representing the Ohio Grain, Mill and Feed Dealers Ass'n); C. A. Ross, Rensselaer, Ind. (representing Indiana Grain Dealers Ass'n); Mark Steele, Buffalo, New York (representing the Buffalo Market); W. B. Johnston, Enid, Oklahoma (representing Oklahoma Grain Dealers Ass'n); J. V. Neuhaus, Houston, Texas (representing Texas Grain Dealers Ass'n); F. M. McIntyre, Potsdam, N. Y. (representing Eastern Federation of Feed Merchants); Jos. A. Abel, New York City (representing New York City Market); F. J. Young, Alden, New York (representing Mutual Millers and Feed Dealers Ass'n); J. H. Caldwell, St. Louis, Mo. (Feed Interests at Large); R. W. Hale, Nashville, Tenn. (Nashville Market and Southeast); John S. Green, Louisville, Ky. (Louisville Market and Southeast); A. C.

Koch, Breese, Ill. (Illinois Grain Dealers Ass'n); Chet A. Davis, Cedar Rapids, Iowa (Western Grain and Feed Dealers Ass'n); T. B. King, Central City, Nebr. (Nebraska Grain Dealers Ass'n); S. P. Mason, Sioux City, Iowa (representing Sioux City Market).

MR. MASON: I move that the rules be suspended, and that the Secretary be instructed to cast the unanimous ballot of the assembly for the names suggested in the report of the Nominations Committee.

The motion was seconded by Mr. Edwards, and carried.

The Secretary cast the unanimous ballot, as instructed, and the men named were declared elected for the ensuing year.

PRESIDENT BUTLER: George, I welcome you to the stand and to the Chair. I wish to tell you at this time that you are going to represent what I consider the finest group of men in the entire United States. They have shown loyalty, as none could expect them to, during the two years I have had charge of the Association work, and I am certain that I have the hundred per cent approval of every member in the organization when I tell you they will do as much or more, if possible, than they have done for me, and that has been to the limit.

PRESIDENT-ELECT BOOTH: Mr. Butler, Retiring President, Secretary, Gentlemen of the Convention: I believe you realize and know what a difficult job I have to follow a man like Mr. Butler in this position. I have been active in this Ass'n for a good many years, and I believe you will agree with me that Mr. Butler has been one of the most aggressive, one of the most constructive presidents that this Association has ever had. (Applause.)

I esteem it a privilege, a real honor, and a great responsibility to become president of the Grain and Feed Dealers National Ass'n.

It would hardly be possible for me to bring to you more facts and arguments than have been presented during the past three days in regard to present conditions and our extreme situation. The real issue is, what are you going to do about it?

It becomes more apparent each day the grain man is the best friend of agriculture and the farmer. The grain trade will not prosper until the farmer prospers. Low prices for grain mean less business at the country elevators and terminal markets and smaller margins of profit. The grain man is literally the partner of the farmer and should do more to protect him from professional organizers, who have been and still are a great menace, not only to the farmer, but to the entire economic welfare of this country.

What a tragedy we have seen in the way of attempted political farm relief. Everyone who is not drawing a salary from the Farm Board and its agencies is convinced that a great injury has been done, grain values discredited and export trade ruined by the so-called farm

relief program. There is a demand throughout the country for getting back to the natural and normal program of grain marketing. It is our duty to help bring this about. There is no greater cause or more important thing to be done for this country. We are not asking for a bonus or subsidy to the grain trade nor to the farmer. All the grain business and agriculture wants is a chance to go ahead and transact business free from government interference and so-called relief programs. (Applause.)

MR. FRANK THEIS: President Booth and Gentlemen: The Association has certainly been fortunate this last two years in having a man who was really a worker. As he said in his annual address to the convention at our first day's session, he was drafted into the service in Chicago two years ago, but incidentally, the men who drafted him into that service, knew what they were doing. They secured a man who had a purposeful and a desiring effort to accomplish something for this Ass'n. I have never known anyone who worked so hard as Hugh Butler did the last two years. That the membership appreciate this has been manifest by the fact that they have been behind him a hundred per cent. He has been at all times ready to do anything that he possibly could.

Now, Hugh, in addition to that appreciation, your friends in this convention would like to present to you just a little token of their appreciation. We are not going to give you any equalization fee, or debenture certificate, but we are going to give you something that we little understand.

This is a gyonemo, and we present it to you with our heartfelt appreciation of your fine work. (Applause.)

PRESIDENT BUTLER: Frank, I am awfully glad that you told me what it was. (Laughter.)

Anyhow, regardless of the fact that I could not name it, it is the words, the spirit that was behind the words that you have spoken which is pleasing to me.

Two years ago, when I was surprised and wished into the work of the National as President, my acceptance speech was much shorter than the good one that George has made today but I remember distinctly the sentiment that I expressed, and it was simply this, having just finished one year as President of the Grain Exchange, it being the first year of the administration of the Agricultural Marketing Act. I said at that time that I would do all that I could to fire the racketeers from Washington who had wished such a piece of legislation upon the country. I have been true to the pledge. All of you have been true to the pledge, and I believe that we have accomplished far more than people generally realize. No one appreciates the change in sentiment over the country today more than the Grain Dealers appreciate it.

We stood alone two or three years ago in our opposition to such legislation, but today we have men all over the country who are out preaching the work for us. We must continue to stand together and back the efforts of the leaders, the officers of our Grain Dealers' National Association because our job has only begun.

I thank you very much, and can not express really the feeling that I have for the support that you all have given me.

Adjourned *sine die*.

WILLIAM R. EVANS was seriously handicapped by a foot so badly infected he was confined to a wheelchair. Carrying on the delightful duty of being a father to his son, he went swimming and stepped on something that broke the skin. Infection set in. But this did not prevent him taking charge of the entertainment, which com'ite he headed. The dances were conducted just as well, and the streamers, the serpentines, and the confetti were placed just as carefully as tho he had two good feet on which to run.



Kangaroo Balloon Race at National Convention

Unchaining the Farmers' Markets

By PETER B. CAREY, Pres. Chicago Board of Trade, before Grain & Feed Dealers National Ass'n

Three years ago the government's adventure in the socialization of agriculture had just swung under way and we foresaw the dangers ahead.

A year later, or in 1930, the stabilization fiasco was at the pinnacle of its glory and some of the saviours of the farmer were getting rich while the farmer and his markets were crumbling in ruin.

One year ago the red flag of danger was hoisted when it was realized that between unsound policies and racketeering methods the so-called revolving fund had completed its one and only revolution.

Exchanges the Goat.—Then began the rush to find a sacrificial goat which might answer for the catastrophe suffered by agriculture. The established markets were the chosen victim—the markets in grain, cotton and livestock. Since that time a stream of unprecedented abuse has been poured into the ears of the farmers by the payrollers and their ambitious satellites. Happily, the farmers are no longer to be fooled. They are in revolt, not against the established markets, not against their government, but against the sophistry, the trickery and the wilful betrayal to which they have been subjected by those trying to thrust Farm Board policies down the throat of agriculture to serve their own selfish ends.

The golden dream of the opportunists has degenerated into a nightmare. The Farm Board ranks are thin from desertions. First their friends, such as the able and outstanding Oregon Co-operative Council, withdrew in disgust; farm publications that had followed the trail of unsound economics have begun to turn a cold shoulder; 95% of the daily and weekly newspapers are declared to be bitterly opposed to the whole Farm Board racket and want to see the army of payrollers and adventurers disbanded. Most of the great newspapers of the country had remained silent and open-minded while the law was being given a chance. Unwilling to approve so radical an experiment, agriculture had their good wishes even in this queer venture. Now these, and virtually all publications, are outspoken in exposing the futility of such basically unsound schemes for farm relief.

Farmers Withdraw.—Farm organizations, one after another, have quietly withdrawn even their moral aid from the Farm Board and from what has been termed in newspaper editorials as its "gangster child," the Farmers National Grain Corporation. At a congressional investigation recently, farmer after farmer testified that from 90 to 98% of the agrarians of Kansas were bitterly opposed to the Farm Board and its subsidiaries.

I think this full speech could be expressed in the words of the wheat queen, in the Shannon investigations, Mrs. Watkins, when she said she wanted to "kick the devil out of the Farm Board." I think that expresses the sentiments of all of us.

Most congressmen, including those who have been patient with the Board and its tragic blunders, now demand its abolition. Some of them—like Senator Smoot—have the courage to express themselves. He said publicly: "I thought it would do some good. I favored it and worked for it; but I am now compelled to admit that I was wrong and I am willing to admit my mistake."

Desertions from Farm Board.—A few of the salary princes, looking into the future, are deserting, and others are preparing to desert. With the Farm Board's appropriation reduced and its revolving fund failing to revolve, the pipe-line to the treasury has been broken. This line ran from the treasury to the Farm Board, from the Farm Board to its Stabilization Corporation, and from the Stabilization Corporation to the Farmers National Grain Corporation, headed by Clarence Elmer Huff.

This Farmers National Grain Corporation, receiving a wealth of trading commissions from the Stabilization Corporation during the price pegging experience, could wallow in extravagance and amaze the world of commerce with its record for handsome remuneration to its staff.

But with the pipe-line cut, it has been told by its financial advisors that its future is dark, that it will have a difficult time repaying the government the sixteen millions now owned, and that as a commercial proposition it will find that the marketing of grain is highly competitive and conducted on a profit margin so narrow that only the most rigid economy and efficiency permits survival.

So I repeat that as we meet here again for the fourth time since the enactment of the Agricultural Marketing Act, under which the Farm Board was created, we look back over three years of wreckage. We realize now that had we known then what was ahead, every commodity exchange in the country would have

closed its doors before the end of 1929, and that most private dealers in farm commodities would have preserved whatever capital they possessed until this experiment in socialism had run its course.

But in spite of the dismal past and despite the tremendous obstacles still ahead in the way of clearing up the Farm Board wreckage, the agricultural trades today face the future with more confidence than at any time in three years.

A desperate fight, which we believe to be their expiring effort, is being made by James C. Stone, chairman of the Farm Board, and some of his associates, to retain their jobs and the power of bureaucracy which has been conferred upon them. Mr. Stone is an employee of the United States government. He is commissioned with the duty of aiding agriculture. Yet to save their jobs, Mr. Stone and his associates have sought to influence certain farm groups to go out into the country and fight the Chicago Board of Trade, the central world grain market, the farmers' market, the place where the farmer puts his hedges and the place where prices are registered. Mr. Stone knows that fighting the markets in this manner has always proved a price depressant. He knows that time after time he and his Farm Board gang have broken the price of wheat by their unwholesome policies. He knows that tax burdens and political attacks on the exchanges invariably drive out investment and speculative support, with subsequent price slumps.

Recently Mr. Stone was quoted in the official farm bureau publication as saying that if the farmers wanted the Farm Board they had better go out and fight for it, thus frankly admitting that the farmers never did want it and never will fight for it.

If they knew what had been transpiring, the taxpayers and farmers would rise up and demand that Mr. Stone be removed from the government payroll and publicly reprimanded for his misconduct, and for his activities as an agitator against the farmers' markets at this time when the exchanges and all other lines of business are co-operating with Washington and doing their utmost to lift the country out of the most disastrous depression in history. Is not Mr. Stone convicted by his own actions as one of the type of dangerous trouble-makers who have slowly wormed their way into government boards, bureaus and commissions, who have sought to destroy our present form of government and to replace it with a communistic form, and who ride on the backs of taxpayers and draw money from their pockets at every step?

I contend that his attitude makes him unworthy of his trust and throws doubt upon his loyalty to his own country in time of peril.

Mr. Stone is desperate. He has used, or rather misused, the American Farm Bureau Federation to perpetuate his job. He has sought to have the Farm Bureau serve as a smoke screen and has in a measure succeeded. Numerous state farm bureaus are in revolt against this policy, however, and some of our many friends in the Farm Bureau have so advised. They complain that President E. A. O'Neal, of the American Farm Bureau Federation in Chicago, the central unit, has aided Mr. Stone and has carried the Farm Bureau too far down the dangerous trail blazed by the racketeers. These level-headed officers of state farm bureaus are watching the situation too closely for Mr. O'Neal and Mr. Stone to continue using the state units as cat's-paws. They believe that the tremendous falling away of membership in the state farm bureaus has been due to the taint of Farm Board coalition.

Mr. Stone's major support in Washington has come from Secretary Hyde, ex-officio member of the Farm Board and regarded by the average farmer as a politician and not an agriculturist with a burning desire to better the farmer's lot.

Mr. Stone has used Secretary Hyde and the Department as he saw fit. He would instill hatred against the established order in the hearts of all with whom he comes in contact, and if Mr. Hyde could aid this program, Mr. Stone would not hesitate to draw him into it.

Instilling Hatred against Chicago Board of Trade.—He and his associates have induced Mr. O'Neal to stress the false argument that the Chicago Board of Trade is seeking to suppress co-operative marketing. This is so utterly unfair that Stone should feel shame for the baldness of the misrepresentation. Long before he was identified with the Farm Board, the Chicago Board of Trade and other exchanges were helping to foster honest co-operative marketing groups. Co-operatives have long held membership on this and other exchanges. Officers of the largest co-operative organizations in the country have defended the exchanges against the Farm Board inroads. The Board of Trade and other commodity exchanges are opposed to the kind of false co-operation pro-

posed by Mr. Stone and his Farmers National Grain Corporation, which violates every principle of sound co-operative marketing. Successful co-operatives build from the ground up; their officers usually serve without salaries, as contrasted to the salary princes of Mr. Stone's co-operative. They are non-political. They are the farmers serving themselves—not adventurers growing rich at the farmers' expense.

Alexander Legge, who was not a trickster despite his views, who had at least made good in commercial lines and who was frank enough to speak what he believed to be the truth, told the farmers that the cost of marketing thru the exchanges was extremely low, and went on to say that if they should save the entire cost assessed by the exchanges, it would amount to but a few cents a bushel, and that their problem would still be far from solved.

The Farm Board is attempting to make a great issue of co-operative marketing now that its other schemes have failed.

The exchanges did not at first oppose the Farm Board, but stood aside until the law had had an opportunity to prove its futility. When the markets were being torn to pieces, and Mr. Stone and his associates started emulating madmen with insane demands that farmers plow up their cotton, kill part of their cows, quit planting their wheat, and when, in an orgy of sickening waste, they began speculating in wheat and cotton, piling up our surpluses, destroying our foreign markets and driving the farmer nearer and nearer to a state of peasantry, we could no longer fail to lift our voices in protest, regardless of the reprisals of bureaucracy.

This mad policy of the Farm Board of piling up and carrying over the surplus of one crop so it is held for sale in competition with the next crop, has depressed the price of each succeeding crop. In 1929 the wheat crop began to move into consumption on the basis of the Chicago price of \$1.07 per bushel. During the marketing of that crop the Farm Board made effective its policy of buying and holding the surpluses. When the 1930 crop began moving it was on the basis of 93 cents. The Board held on to its surplus, which constituted a market menace, and so the crop of 1931 began to move on the basis of 57 cents. Again the economic idiocy of this Board expressed itself in continued holding of a part of its surpluses. And the 1932 crop began to move on the basis of 50 cents.

Bear these points in mind: Each crop has started lower since the Farm Board began operating through the purchase of the wheat surplus in 1929 and 1930. And the price of each crop ends lower than it started.

Repeal Would Set Agriculture Back.—Mr. Stone says that repeal of the Agricultural Marketing Act would set agriculture back twenty years.

"God speed the day," one farmer wrote to the Board of Trade. Twenty years ago September wheat was about 95 cents as against 53 cents at this present writing. Corn was nearly 70 cents, against 34 cents, and oats, hogs, cat-
[Concluded on page 279]



Lew Hill Watches Ike Woodard in the Match Box Passing Race at the National Convention

Europe's Retaliation for Farm Board's Activities

By C. V. IMBS, St. Louis, Mo., before Grain and Feed Dealers Nat'l Ass'n at French Lick, Ind.

Our good friends on the European Continent prefer to term the measures they are practicing at the present time defensive measures. Continental Europe understood the purposes of the Agricultural Marketing Act, with its 500 million dollars of Government money back of it, were to force them to pay prices for their foodstuffs out of relationship with the conditions of supply and demand. Therefore, when they raised their tariff walls and tightened their milling restrictions on flour, following the passage of the Act in the United States, they were simply taking the legitimate means at their command to defend their people against a political policy in this country that they viewed as an attempt to make their subjects pay more for their foodstuffs than the price reflected by the laws of supply and demand.

Europe's Defense Measures.—Let us cite the specific means which the major European deficiency countries took to defend their nations—Germany, up to January 19, 1930, had a duty on wheat of 48.62c per bushel; in September of that year it was increased to \$1.1993 per bushel; and at the present time is \$1.62 per bushel. France, in 1926, had a duty of 8.08c per bushel, and this was advanced in 1929 to 53.24c per bushel; on May 22, 1930, to about 86c per bushel; and at the present time is \$0.855 per bushel. Italy also built up its tariff wall, which was free on wheat in 1925, to \$0.924 per bushel at the present time. Coupled with these horizontal tariffs were the milling regulations that were put into effect in practically all the Continental European countries. France passed a law making it mandatory upon the French miller to use 90% native-grown wheat in his bread. Italy, in addition to a similar milling regulation, issued a mandate that if the Italian farmer did not cultivate all his ground, the government would do it for him. Germany's measures were the most drastic. Its law forced the German miller to the use of 80% home-grown grains. The German miller has not sufficient home-grown wheat and consequently is forced to use a mixture of wheat with mostly rye and some barley.

The purpose of these duties and milling restrictions was, first, to bring about intensified production at home by giving their farmers a higher price for their wheat; and second, in connection with milling regulations, if there was not sufficient native wheat to permit the normal percentage of extraction of flour that is usual in the manufacture of flour from wheat, the native miller was compelled to go into the feed pile and take out a part of that and put it into the flour. This program saved wheat and reduced the quality of the loaf of bread, with the result that further reductions in consumption of wheat were established. Mind, now, the upward trend of these European tariff walls was started toward higher levels about the time, or shortly after the Agricultural Marketing Act was approved, which was on June 15, 1929.

The European wheat exporting nations were quick to sense that the high tariff walls and milling restrictions by the European deficiency nations were put into effect as a defense against

the attempt of the United States to control the distribution and price of the world's wheat markets; and, therefore, a conference was called at Warsaw, attended by representatives of Poland, Bulgaria, Czechoslovakia, Estonia, Finland, Hungary, and others, to discuss the matter. The result of this conference was the following resolution: "The European grain importing countries should introduce a clause into their tariff walls giving preference to bread grains and other agricultural products of European origin." And, again, at a second conference, a resolution was adopted requesting the importing nations of western Europe to give preference to the cereals of eastern Europe; and further on they asked that their grains be admitted free into the deficit-producing countries of western Europe, while overseas cereals be subject to tariff restrictions.

No such meetings or requests were made by eastern European countries upon western European countries until after the passage of the Agricultural Marketing Act in this country, and after the upward trend of the Western European tariff walls. Therefore, we have a right to believe that the eastern European countries saw a chance to take our old customers away from us and build up a business intercourse that they trusted would be lasting. Only recently we find that the British Empire Economic Conference at Ottawa brought into life the Empire Conference Plan, the outcome of which can be recorded only as an additional burden to the restriction of trade and a further drawing in of the circle that circumscribes the outlets in markets for American-grown wheat.

Europe Cuts Its Demand 600 Million.—While there are various estimates on the amount of wheat the European Continent saved by defensive programs, the amount suggested as possible by Mr. Sanford Evans, since the life of the Farm Board, would total around 600 million bushels. Suppose we cut this by a third; the saving for that period would be 400 million bushels, or greater than the total carry-over July 1 in the United States this year. Our carry-over July 1 is 362,000,000 bushels of wheat.

The loss of our foreign markets caused a decline in wheat prices; and over the three years that the European defense program has been in effect, because of the Agricultural Marketing Act in this country, the farmers have lost on their wheat, corn and oats crops billions of dollars for which the Agricultural Marketing Act must accept responsibility.

I am wondering if those who were responsible for the passage of the Agricultural Marketing Act gave thought as to how our neighbors across the sea would feel about the passage of such legislation. Were they arrogant enough to think that all we had to consider was the effect within our own boundaries—did they give any thought to whether the best customers for our surplus products would sit idly by and let the United States dictate the price of world's agricultural necessities?

The surplus will be increasing when the year

is around, as our exports since July 1 are one-third of what they were last year, namely, about 10,000,000 bus., as against 30,000,000 bus. a year ago.

Politicians Ignorant of Grain Marketing.—What does the governmental department head, the governmental paid economist, or the roaring politician, know, practically, about what it takes to compete commercially in the markets of the world for our surplus products? How many of them have had experience, or have been schooled in the merchandising, shipping and exporting of American farm products on a competitive, commercial basis? How many of them, from day to day, keep in touch with what it takes to market wheat and cotton in competition with other nations? The growing of wheat is a specialty; the growing of cotton is a specialty; the transporting of these products to markets and to ports is a specialty; successful marketing under competitive conditions is an intense study; the exporting of these products requires alert, daily applications to the subject to be successful; yet we find our so-called statesmen and legislative bodies passing a law that with one sweep of the hand virtually took the shipping, marketing and exporting of these vital commodities away from the men and women of our nation who had spent their lives in the specializing of marketing and exporting them.

Chaos in the marketing and exporting of the two vital commodities, wheat and cotton, has resulted from political folly; and never in the history of this nation has the farmer received such low prices for his products as he has since the Federal Government by experiment tried over night to replace hard work, years of experience and business keenness. The ravages of tuberculosis, the scourge of cancer, call for expert medical attention; the breaking down of a locomotive calls for expert mechanical help; the building of a skyscraper calls for architectural and constructive genius; and, gentlemen, so does the marketing of wheat and cotton call for experienced help and genius—not politically conceived theories, but the common sense experience and fortitude of men and women who have specialized for years in the marketing of farm products that would reflect the best price possible to the producer.

No World Overproduction.—There is not too much wheat grown in the world, but too many defensive measures bringing about a serious reduction in consumption of wheat by Continental nations of Europe who formerly consumed our exportable surplus. Why then approach the subject backwards by demanding reduction in acreage with its consequential economic disaster to the farmer himself, railroads, labor and industry, or try to cure the ills of agriculture by political remedies such as the equalization scheme, in which the grower in theory will take the loss on surpluses exported in return for the power to make the domestic consumer pay; or the debenture plan, which proposes to attain the result by a subsidiary out of the treasury for the dual purpose of rewarding growers and dumping excesses on the world's markets; or the prize of all political sure-to-failure methods, the domestic allotment plan.

The chaos in the growing, marketing and exporting of wheat, cotton and other farm products will fade into oblivion if the marketing of those products is again placed in the hands of those who have handled them for the last 100 years. I do not mean that the independent trade of this country would immediately overcome the obstacles and difficulties within our own borders, because political experts have made an awful mess of it, but I do say that the men and women who have given their lives to this specialty will correct the situation and bring conditions back somewhere to a level within a reasonable time.

How to Increase Foreign Purchases of Wheat.—Firstly, repeal the Agricultural Marketing Act. In this way we give the necessary assurance to European nations that there is no longer any need for the practice of their defensive measures against efforts on our part to force them to pay prices for their foodstuffs out of relationship with the laws of supply and demand. This is the first and most necessary step to win back their confidence.

Secondly, consideration must be given to the financial conditions now prevailing on Continental Europe and the consequential problem of international exchange for the payment of their bills for these additional quantities of wheat that they will import.

Fortunately, the world owes us in public debts something around 11 billion dollars, of which these nations owe us a material sum. There is grave doubt in the minds of many thinking men that this amount will be paid in full and there seems to be little prospect that this country will so adjust its tariffs to permit it to be paid in goods. It appears to the speaker that there is an avenue open to give real help to the American farmer under a program where these United States bills receivable can be put to work for the benefit of putting into consumption the surplus agricultural crops of our country.

Some of our greatest national leaders have expressed themselves favorably on the thought of linking war debts and American markets.

A Mystery Field Event at National Convention



Hunting for their Shoes in the Hidden Kicks Race at the National Convention

Congress and the Grain Trade

By M. J. HART, Saginaw, Mich., Member of Congress, before Grain & Feed Dealers National Ass'n

My address to you will be more or less a plea for better co-operation between the members of your Ass'n and those who produce the products which you handle. I am not only a grain dealer, but also a farmer. My whole background has been farming, and therefore, I am primarily interested in agriculture.

I was born on the farm and reared there. I have been interested in farming ever since. My brothers and I own five elevators in Michigan, and pay one-eighth of the taxes of the township in which our farms are located. I am, therefore, not only interested in the grain trade in a small way but directly in agriculture.

The address of President Butler of your Ass'n contained a lot of meat. But President Butler himself has fallen victim to the Hoover Farm Board propaganda. I was amazed to hear our learned President explain what was wrong with the farmer; namely, that he worked too hard and produced too much business for you fellows to handle. You will remember he told you that the reason for the surplus was that Europe was now growing its own food and does not need America's surplus.

Let me call your attention to a fact that the European Wheat producer is protected by a tariff of from \$1.00 a bushel to as high as \$1.60. Is this not sufficient tariff to protect the wheat growers of Europe? Is there any doubt in your mind that this tariff will permit the raising profitably of wheat in European countries? Then let me ask you—why the quota system? Why has France and Germany placed milling restrictions against foreign wheat? Why not let the German people and the French people have the kind of a loaf of bread they want? Ah, gentlemen, you are not so dumb. You know why the quota system was invoked. They cannot pay for this wheat. You know how international trade balances are settled, for many of you are exporters. We settle those balances with gold or imports. We have shut out the imports from Europe and forced these people to the quota system. Don't forget that so far as manufactured goods are concerned, I mean the consumption of manufactured goods, there are but two countries, United States and the rest of the world. We use one-half of all the manufactured goods made in the world. What is the effect of blocking this market to Europe? Well, the result is the quota system.

Your genial Secretary, Mr. Quinn, told you that the pipe line from the Treasury to the Farm Board had been severed. Well, the direct pipe line was severed by Congress, but they established a branch via the Reconstruction Finance Corporation and they have refilled their depleted treasury with another fifty million. No less than eight bills were introduced in Congress by Administration leaders to repair the pipe line but they all came to naught but language in the relief bill took care of things. This language went in there at the insistence of the farm organizations, led by Mr. Chester Gray, the Uriah Heep of the farmers. I protested violently but to no avail.

The reason the Norris committee was not appointed until Congress adjourned and why it will not be able to make any report or hold any public hearings on the farm board is the election just ahead. Of course, they expect to whitewash the Farm Board, but they are not going to take any chances of the public being able to see under the whitewash with this all-important election pending.

In the main, the gentlemen who run the farm buros soon find out that they can make more money exploiting the farmer than they can working for him.

The Congressional attitude toward the grain trade can not be discussed without typing it up with the farm problem. If you, a member of the Chicago Board of Trade, or an influential grain man, were to come to Washington the average Congressman would like to have you travel incognito like Mr. Montague Norman. However, I do not think that you are entitled to the implied ability indicated by his alias, Professor Skinner. A Congressman might be glad to meet you back home in a quiet way and accept a subscription for his campaign, but he would not want the press to know that he was associating with you or that he was in any way connected with or had anything to do with prominent members of the grain trade or the Board of Trade. You are to be avoided the same as smallpox.

One evening during the last session I was sitting around the hotel with a number of Congressmen visiting. Finally a Congressman from Chicago said to me, "You as an inexperienced member here have been making great progress, in fact, getting along fine, but I want to give you a little bit of advice. Lay off this Farm Board and don't get mixed up with the Chicago Board of Trade. If you do, it will be your finish."

I am told that this member biennially solicits

a subscription from members of the Board of Trade for his campaign. But if you were to ask him to appear and identify you in public, to sponsor you, you would find that history repeats itself. When Peter was charged with being a companion of Christ here is what he said: "I know not, neither understand I what thou sayest." Again he said: "I know not this man of whom you speak."

What has brought about a situation wherein an honest merchant doing business on reasonable margins or sometimes no margin at all is so discredited that members of Congress want to deny their friendship for him!

Congress is now and has been for years appropriating millions of dollars a year which go to eight or ten thousand paid propagandists. These millions are matched by other millions from the states and most of these propagandists spend their time vilifying the man who deals with the farmer.

Tons of propaganda slandering the grain trade pour in upon Congress. These propagandists even write some of the speeches that are made upon the floor of Congress or inserted in the Record. As an example, I want to quote from a couple of these speeches delivered while the Farm Board appropriation was under consideration.

Parrot-like Repetition of Slander.—Here is a paragraph extracted from a speech made by Representative Buchanan, a Democrat, from Texas. It will be found on page 9989 of the Congressional Record of the 72d Congress: "Congress committed this country, by the passage of the Agricultural Marketing Act, to the policy of Government aid to co-operative marketing ass'ns owned, controlled, and managed by farmers. That was three years ago. The action of this sub-committee reverses the policy of Congress, nullifies the agricultural marketing act . . ." now, mark these words: ". . . and brings joy and gladness of heart to every cotton and grain gambler in New York and Chicago."

Now, let me quote to you from a speech made upon the same day or inserted a day later from Representative LaGuardia, a Republican, of New York: "You may wonder at my interest in this situation. Maybe I am unique in looking beyond my nose and unrolling the curtain of the future and seeing out yonder in the not distant future to the day when organized consumers in great centers like New York and Chicago will be grasping the hands of organized producers thruout the land and wiping out thereby the greatest burden that rests upon the backs of both, the burden of distribution and the cost of the manipulation of gamblers."

Again listen to my Democratic friend from

Winners of 4-Legged Sack Race at National Convention



Orin S. Dowse, Chicago; E. B. Evans, Decatur; and Eddie S. Rosenbaum, Jr., Chicago

Texas. Mr. Buchanan, and note please, the similarity in language: "You may wonder at my interest in this situation. Maybe I am unique in looking beyond my nose and unrolling the curtain of the future and seeing out yonder in the distance, to the coming of the day when organized consumers in great centers like New York and Chicago will be grasping the hands of organized producers thruout the land, and wiping out thereby the greatest burden that rests upon the backs of both, the burden of distribution. That accounts for my interest in this matter."

Listen again to my Republican friend from New York, Mr. LaGuardia, found on page 9906 of the Congressional Record: "If co-operative marketing under the agricultural marketing act were not succeeding, the Macedonian cry of one cotton gambler to another would not sound up to heaven, 'Help me, Cassius, or I sink!' and who is 'me'? The fellow who has ridden the bent backs of cotton farmers of the South and wheat growers of the North and West until the income of over 75 years of such riding has been less than \$300 a year for each family."

And then our friend from Texas re-echoes his sentiments, page 9934 of the Congressional Record: "If co-operative marketing under the agricultural marketing act were not succeeding, the Macedonian cry of one cotton gambler to another would not sound up to heaven—'Help me, Cassius, or I sink!' And who is 'me'? The fellow who has ridden the bent backs of cotton farmers of the South until his income for over 75 years of such riding has been less than \$300 a year for each family."

Three hundred dollars a year for each family! This statement coming from an advocate of the Federal Farm Board would be funny to the point of being ridiculous if it were not for the human misery and tragedy of these poor cotton farmers. Their over-lord, Mr. E. F. Creekmore, head of the American Cotton Co-operative, has been receiving \$75,000 a year. It takes the income of two hundred and fifty families, toiling and sweating under the broiling sun, to pay the princely salary of this gentleman.

Speeches Written by Farm Board Payroller.—I have given you but a sample of propaganda that is carried on for the purpose of discrediting before the country the men who deal with the farmers. All through these two speeches you will note that the language is exactly the same. These speeches, I am reliably informed, were written by an ex-Congressman, a lame duck, now on the payroll of the Federal Farm Board, and inserted in the Record for the purpose of having copies of them made later to propagandize the farmers. Even the gentleman from New York, who represents Harlem's black-belt, knows all about the "crown of thorns" pressed down upon the farmer by these unholy gamblers.

You may ask, "Why will intelligent men fall for this kind of propaganda? Why does anyone inspire it?"

I answer you in that old Post phrase, "There's a reason."

The farmer has not been treated squarely. This is generally acknowledged and somebody must be the "goat." The blame must be placed and the politicians listening to those who furnish them campaign funds have played the tariff deal with agriculture with loaded dice and marked cards. Let me read to you the agricultural plank of the 1920 platform of one of the major parties. It discloses no agricultural unrest: "The farmer is the backbone of the Nation. National greatness and economic independence demand a population distributed between industry and the farm, and sharing on equal terms the prosperity which is wholly dependent upon the efforts of both. Neither can prosper at the expense of the other without inviting joint disaster."

The remainder of the agricultural plank is along the same line. No agricultural relief is promised. In fact, there is no discussion of agricultural unrest.

Now, what occurred between 1920 and 1924? The Fordney-McCumber Act was approved on the 21st of September, 1922.

Political Platform of 1924.—Now, listen to a paragraph from a political platform of 1924: "Realizing the disturbance in the agricultural export market, the result of the financial depression in Europe, and appreciating that the export field would be enormously improved by economic rehabilitation and the resulting increased consuming power, sympathetic support and direction were given to the work of the American Representatives of the European Reparations Commission."

"The revival in 1921 of the War Finance Corporation, with loans of over \$300,000,000 averted a complete collapse in the agricultural industry. We have enacted into law the Co-operative Marketing Act, the Grain Futures and Packer Control Acts; given to agriculture direct representation on the Federal Reserve Board and on the Federal Trade Commission. We have greatly strengthened our foreign marketing service for the disposal of our agricultural products."

"The crux of the problem from the standpoint of the farmer is the net profit he receives after

his outlay. The process of bringing the average price of what he buys and what he sells closer together can be indirectly expedited by reduction in taxes, steady employment in industry and stability in business. This process can be directly expedited by lower freight rates, by better marketing through co-operative effort and a more scientific organization of the physical and human machinery of distribution and by a greater diversification of farm products."

I have been out doing a little campaigning and every once in a while my opposition will get up and tell about three and a quarter billion dollars worth of agricultural imports into this country, and he said, "Gentlemen, if you had that three and a quarter billion dollar market, you will be out of the doldrums in a day or two."

I knew practically what those were, but I looked them up. A large portion is rubber, lumber and furs. Well, I summed them down and got down to four hundred million out of the three and a quarter billion, and over half of that was sugar. You know we can't produce the sugar in this country that we are using.

I am going to read this tariff: Frozen beef, 6c a pound; sheep, lambs and goats, \$3 per head; mutton and goat meat, frozen, 5c per pound; mutton and goat meat, fresh, 7c a pound; bacon, ham and other porks, 3 1/4c per pound; lard, 3c per pound; lard compounds and lard substitutes, 5c a pound; cheese, 7c per pound; eggs in the shell, 10c per dozen; dried whole eggs, dried egg yolk, etc., 18c per pound; corn, 25c per bushel; oats, 16c per bushel; ground oats, rolled oats and other cereals, 80c per 100 pounds; rye, 15c per bushel; wheat, 42c per bushel; alfalfa seed, 8c per pound; alsike, 8c per pound; beans, 3c per pound; potatoes, 75c per hundred pounds; tomatoes, 3c per pound; and turnips and rutabagas, 25c per 100 pounds.

"We promise every assistance in the reorganization of the marketing system on sounder and more economical lines and, where diversification is needed, Government assistance during the period of transition."

"We favor adequate tariff protection to such of our agricultural products as are threatened by foreign competition."

"We favor, without putting the Government into business, the establishment of a Federal system of organization for cooperative marketing of farm products."

"The vigorous efforts of this Administration towards broadening our exports market will be continued."

"The Party pledges itself to the development and enactment of measures which will place the agricultural interests of America on a basis of economic equality with other industry to insure its prosperity and success."

You can see here the beginning of making somebody the "goat" for what took place following the passage of the Fordney-McCumber Act. They say they have enacted into law the co-operative marketing act and this furnished thousands of jobs for propagandists, and they began to direct their attack against the agencies distributing the farmers' products not only in this country but throughout the world.

Let me ask you, how do foreigners pay for agricultural exports? You know as well as I that they pay in goods imported into this country or in gold. By law we disturbed balance of trade. We checked imports which in turn checked exports. Farmers' cost went up and his prices went down, and somebody had to take the blame. The politicians shoved it on to you, gentlemen.

Let us follow this history. In 1923 this same Party platform says: "The agricultural problem is national in scope and, as such, is recognized by the Party, which pledges its strength and energy to the solution of the same."

"All the farmers are being called on to meet new and perplexing conditions created by foreign competition—now, mark the following:—the complexities of domestic marketing."

The Agricultural Plank of 1928: "The protection of the American farmer against foreign trade practices has been vigorously carried on by the Department of State. The right of the farmers to engage in collective buying and cooperative selling as provided for by the Capper-Volstead Act of 1922 has been promulgated through the Department of Agriculture and the Department of Justice, which have given most valuable aid and assistance to the heads of the farm organizations."

Another quotation: "The Party pledges itself to enactment of legislation creating a Federal Farm Board clothed with the necessary powers to promote the establishment of a farm marketing system of farmer-owned and controlled stabilization corporations or associations to prevent and control surpluses through orderly distribution."

Fooling the Farmer.—With the huge amount of money that is appropriated for these various bureaus engaged, I will not say in helping the farmer but in fooling the farmer, they have thru propaganda been able to make the general public believe that there is something wrong

with the farmers' marketing system. They have made the legitimate distributors of farm products the "goat" in this case. I am one of those who believe that the farmer given a chance to buy and sell in the markets of the world on an equal basis with industry, can take care of himself and needs no bureaucrat to give him advice or to lend him assistance. But I maintain he has not had that opportunity.

Why do you suppose Mr. Grundy of the Pennsylvania Manufacturers Association raised a million dollars for Mr. Hoover's campaign in 1928? Why do you suppose Senator Hiram Bingham placed the paid Secretary of the Connecticut Manufacturers' association upon his payroll as a clerk, a \$10,000 a year Secretary at \$2,500 a year, and put him into the Senate Finance Committee while they were writing the Hawley-Smoot Tariff, so he could advise the Senators? Are you simple-minded enough to believe that this was in the interest of agriculture? Did these fellows just want a fair deal? Did they simply want justice done, or were they looking for something in the way of special favors?

People do not put up a million dollars unless they expect something in return.

Well, we passed another tariff act on June 17, 1930, and what happened to agriculture, notwithstanding that five hundred millions were thrown into the balance to stem the tide? Somebody had to be the "goat," and here we are. It will do you no good to publish bulletins, write newspaper stories, meet in convention and tell one another all about it, and sit down and sympathize with each other. Each one of you know that you have not had a fair deal; that the criminal has been crying "Stop thief." Now that we have the picture, what are we going to do about it?

The only thing we can do is to unmask the fraud, rip ourselves loose from past traditions. We are handling eighty to ninety per cent of all the farm products in our line of trade and distributing it at the lowest cost that is possible to be done by co-operatives or anyone else. I want to say here that I have no objection to a group of farmers entering the business of distributing farm products, no matter what they desire to handle. They are entitled to go into the business the same as any other group of individuals. And they should have the same privileges and the same respect paid them, the same opportunity for success as any other business concern.

However, I take exception to the proposition that it is a function of the Government to put anybody into business or to put anybody out of business. The Government has no right to furnish capital to any individual or group to go into business. If the Government is going to furnish capital to one class, it should furnish capital to all, and let us go into socialism. Let us, like Chile, declare ourselves Socialists, not practice Socialism by indirection.

What Are We Going to Do?—Now, that we understand the position in which we find ourselves, the way the Government looks at us, and the problem which not only ourselves but our farmers are facing, what are we going to do? This organization and like organizations thruout the country who probably distribute 90% of the farmers' products certainly owe something to the farmer who furnishes this

business. What have we done to see that industry has had a square deal with reference to legislation? What have we done about allowing these manufacturing ass'ns to come in with marked cards and loaded dice in the tariff game? What study have we made of the economic situation brought on by the passage of tariff laws? I venture to say that there is not a dozen gentlemen within the sound of my voice who have ever read the schedules of the Fordney-McCumber Act or the Hawley-Smoot Law.

If we are to expect the confidence, the good will of the farmers of the Nation, it is up to us who market their goods to protect their markets, to see that there is no discrimination against them. Our organization should keep in touch with Congress and study the effect of every tariff rate not only upon farm goods but upon manufactured goods, and view every tariff question from the standpoint of "what is this going to do to the farmer?" You are your brother's keeper especially when he supplies the basis of your prosperity, as well as the prosperity of the entire nation. We have neglected him. In fact, we have abandoned him. And those who have brought him to this low estate have made you the "goat." We have the power within our hands. There is no greater political factor in the United States than the concerns that deal with the farmer. I have been connected with the grain trade for thirty years, and I am willing to vouch for 99 1/2% of those and perhaps that estimate is too low, that deal with the farmer do so on an honest, equitable basis. They have not taken an undue toll for their services. They have shown ability, genius in the matter of processing and handling, and they have shown real American salesmanship in finding markets not only in this country but throughout the world for farm products. Left unhampered by discriminatory tariff laws and interference by the Government, they would market the farm products of the country in such a manner that would bring prosperity to every industrious farmer.

Washington is filled with highly paid so-called "farmer representatives." They have represented everybody except the farmer. The farmer has been sold into economic slavery. The prosperity of your business is tied up with the prosperity of the farmer. If the farmer is not prosperous, your business immediately reflects it. When the farm representatives who drew their sustenance direct from the farmer had bled him as long as they could, they decided that this source of income was too precarious. By this time they were well entrenched at Washington and had gotten their hands into the Federal treasury. They had built up the so-called Extension Service. They had their representatives in the States arrange to control the land grant colleges. This gave them control of the county agents and in many instances, they contributed a small part of the county agents' salaries and controlled their entire time. Here were highly trained propagandists in every county in the United States to assist them in organizing schemes to get money from the United States Treasury.

To say the least, the farmer representatives are an industrious lot. So far as obtaining a livelihood for themselves, they have looked a long way ahead. See how easily they lifted fifty million dollars from the Reconstruction Finance Corporation, after Congress had refused to give it to them. This will prolong the carrying of wheat and cotton and extend the life of the Farm Board and all its subsidiaries. They will hang on to the jobs from \$75,000, \$50,000, \$30,000, \$25,000, \$20,000 and so on down the line ad infinitum. They obtained this money against the will of Congress. They had at least eight bills introduced in either house to obtain from fifty to one hundred million and they all failed, but they obtained some language in the relief bill that the Reconstruction Finance Corporation construed as authority to loan them this money.

How Correct these Evils?—Now, that I have pictured the whole situation to you, how are we going to correct these evils? I have told you that our organizations and like organizations scattered in every hamlet in the United States are the most potential political factor that can be conceived of. Your interests and the farmer's interests are one. There is no conflict of interest between you and the farmer. I know this to be true because I am both farmer and distributor.

Here is my plan: I would have every branch of this organization go to work and organize the farmers into a farmer and dealer's ass'n to protect the interests of both. I would open an office in Washington not under a nominal plume but I would blazon not only the name but its purpose in electric lights. I would employ economists to study every law that was proposed that bore any relation to business and subject it to the test of what is this going to do for agriculture. I would demand fair play for the rural population of this country. The farmers ask nothing less, but do demand fair play. They do not expect to take advantage of the people of the city. They do not want to take advantage of the people who live by labor in the city. But special interests have

[Concluded on page 279]



Ed K. Shepperd, Chairman of the Indianapolis General Committee that looked after the National Convention

The Domestic Allotment Plan

By SYDNEY ANDERSON, Minneapolis, Minn., before Grain & Feed Dealers National Ass'n

The Voluntary Domestic Allotment Plan does one thing, and only one thing.

It levies a tax on all the consumers for the sole benefit of the producers of wheat, cotton and livestock.

Robs Peter to Pay Paul.—It is an attempt to find a legal method of "robbing Peter to pay Paul" and to set up the machinery for doing it in such a way that Peter will not know he is being helped up. The acceptance of the proceeds of the tax on the part of the farmer is voluntary. The payment of the tax by the consumer is involuntary.

The bill establishes equality for agriculture by tearing down the purchasing power of the wage earner to increase the purchasing power of the producer of wheat, cotton and livestock.

It is justified by its proponents as a measure to make the tariff effective on agricultural products and yet it applies to cotton on which there is not now and never has been a tariff.

The purpose of the bill can be stated in one sentence but it requires 23 pages of printed matter to cover the details of administration for the accomplishment of this single purpose.

The Allotment Plan is to be administered by the Federal Farm Board.

The plan becomes effective as to any farm commodity covered by it only after the Farm Board has ascertained by a vote of the producers of the commodity that 60% of them are in favor of putting it in operation.

When the Board has taken the vote and has determined that the producers of a commodity covered by it desire to have it become operative the Board is required to levy a tax or "tariff adjustment charge," as it is called in the bill, on the manufacture, processing or distribution of wheat (or cotton or livestock) which charge when added to the estimated unit price to be received by the producer on the next year's crop will produce a price equal in purchasing power to the prewar purchasing power of the commodity.

The purchasing power of a commodity means the amount of other commodities which the price of the first commodity will buy at any given time. For example, if the price of a certain machine before the war was \$75 and the price of a bushel of wheat was \$1.00, it required 100 bushels of wheat to buy the machine. If now the price of the machine is \$60 and the price of wheat is 40c per bushel, it requires 150 bushels of wheat to buy the same machine.

A Tax Levy.—In order to bring the present purchasing power of the price of wheat up to the prewar purchasing power of the price of wheat it would be necessary to raise the present price of wheat by 20c a bushel, that is, from 40c to 60c, so that 100 bushels of wheat will now buy the machine as before the war. The Norbeck Bill in effect proposes that this additional 20c per bushel, or whatever sum is required, but not to exceed the tariff of 42c a bushel, shall be secured by levying a tax of this amount on every bushel of wheat consumed in the United States.

For legal reasons and for convenience this tax is technically levied on the processing, manufacturing or distribution of wheat and paid in the first instance by the manufacturer who will pass it on to the consumer. This tax is called the "tariff adjustment charge" and may not, in the case of any of the commodities covered by the bill, exceed the amount of the tariff, or in the case of cotton, the sum of 5c a pound which is specifically provided by the bill.

Now, since the tax can only be imposed if 60% of the producers of the commodity vote to put the Allotment Plan in operation as to that commodity, the bill delegates to the producers of wheat, cotton and livestock the power to levy, for their own advantage, a tax on all the consumers of wheat.

The bill also delegates to the Farm Board the power to determine the amount of the tax, the persons or corporations who will pay the tax and whether the tax applies to processing, manufacture, sale or distribution.

When the "tariff adjustment charge" or tax has been determined by the Farm Board, the Board must then determine the amount of wheat (or cotton or livestock) which will be consumed during the next crop year in order to allot to each producer of wheat (or cotton or livestock) his proportion of the total consumption upon which he will be entitled to the payment of "tariff benefits."

When the amount of wheat (or cotton or livestock) on which the "tariff adjustment charge" will be paid has been determined by the Board, the Board proportions or allots the total amount to each state on the basis of the average planted acreage of that state for the preceding five years and the average yield per acre (or production of livestock) of the state for the preceding 25 years.

If, for example, the Board determined that the total wheat consumed and exported as flour during the next crop year, on which the "tariff adjustment charge" would be paid, would be 600,000,000 bus. and if the average acreage of wheat planted in the State of Kansas during the preceding five years was 15,000,000 acres and the average yield in Kansas for the preceding twenty-five years was 10 bushels per acre, Kansas would be allotted 150,000,000 bus.

If then the actual crop output for the country as a whole turned out to be 800,000,000 bus. and the output in Kansas turned out to be 200,000,000 bus., the Kansas farmer would receive "tariff benefits" to the amount of the tax on three-fourths of his production.

When the Farm Board has determined the amount of wheat to be allotted to each state the allotment is certified by the Board to a state allotment committee which apportions the state allotment to the counties within the state on the basis of the average planted acreage of those counties for the past five years and the average yield for the past ten years in the same way as the Farm Board allotted the total estimated consumption to the states. These county allotments are certified by the state allotment committee to voluntary county committees who allot the total county allotment to individual producers on the basis of their average production for the past five years.

Disputes between producers with respect to their allotments may be appealed to the state allotment committee established by the Board.

What happens in case of the dissatisfaction of a producer with the allotment determined by the county board is not indicated in the bill.

When the individual allotments to producers have been determined these allotments are certified by the county committee to the state committee and by the state committee to the Farm Board. The allotments to individual producers having been made and certified the Board is authorized to enter into a contract with the individual producer which shows his average production of the commodity for the preceding five years upon which he will be entitled to the payment of "tariff benefits" out of the proceeds of the "tariff adjustment charge."

The farmer, on his part, must agree—

(a) Not to increase his acreage of wheat or cotton (or production of livestock).

(b) To reduce his acreage (or production of livestock) by an amount not exceeding 10% per year as required by the Board.

(c) To make such use of the excluded acreage as the Board may direct.

The contract may be hypothecated with the bank for not to exceed 90% of the estimated amount which will accrue under it.

In the case of land leased to tenants the contract is made with the landlord and tenant jointly and the payments made by joint check, while on land leased on shares checks must be drawn separately to the landlord and tenant in proportion to the shares of cash income which each receives under the rental agreement. Thirty-eight per cent of the farm lands in the United States are occupied by tenants. The possibility of disputes, discriminations and litigation between landlords and tenants, and between landlords and tenants and the Farm Board are limitless.

At the end of the crop year the county allotment committee determines which producers have fulfilled the contracts and are entitled to "tariff benefits."

The Board then determines how much each producer is entitled to receive as "tariff benefits" from the fund produced by the tariff adjustment tax and makes the required payments to those entitled to them.

It is evident that if the prices of the finished products made from the commodities covered by the bill are raised by the amount of the tariff adjustment tax to an amount approximately equivalent to the existing tariff, additional tariff duties must be provided in order that importations of these finished products will be prevented.

The bill takes care of this contingency also by providing that the Federal Tariff Commission shall determine the amount of additional duties necessary to prevent importation of these finished products and that these additional duties shall become effective by proclamation of the President.

The bill further provides for export by a provision which permits the drawback of the amount of "tariff adjustment charge" on flour or other finished products made from commodities covered by the bill on proof of exportation.

All of which is comparatively simple in statement but difficult beyond imagination to do.

If the law is declared invalid so that pay-

ments out of the allotment fund produced by the "tariff adjustment charge" cannot be paid to the producer it is provided that the payments required by the contract shall be made out by the Federal Treasury.

Thus proponents of this legislation have provided for everything including the very probable event that the bill will be declared unconstitutional. In this connection it is interesting to speculate upon whether the making of the allotments and the determination of the payments to be made under the contracts are subject to judicial review.

The bill provides that nothing in it shall be construed to control or limit in any way the producer in producing or selling as much as he wishes of any commodity if he chooses not to sign an allotment contract. Of course, if he does not sign such a contract he does not receive "tariff benefits" under the Act.

To anyone familiar with the process of accumulation, transportation, manufacture and distribution of finished products made from farm commodities the mere statement of this plan is sufficient to demonstrate the inequalities and discriminations which must inevitably grow out of it, the disputes and litigation which it will engender and the impossibility of its administration.

The Voluntary Domestic Allotment Plan is the McNary-Haugen Bill in a new dress. In principle and objective it is exactly the same as the McNary-Haugen Bill and subject to all of the objections which were offered to that bill. It differs only in the method of making the allotments to the producers and in administrative detail.

The McNary-Haugen Bill was an indirect subsidy. The Domestic Allotment Plan is a direct subsidy. It creates no new wealth and no new purchasing power. It opens no new markets. It promotes no new consumption or use.

It simply accomplishes a transfer of purchasing power from consumers to the agricultural producers producing commodities covered by the bill. This transfer of purchasing power is particularly unjustifiable now when the indexes of industrial wages are at the lowest point in many years and have suffered a decline approximately equal to the decline in gross farm income.

Industrial, consuming and purchasing power is even more necessary to agricultural prosperity than is agricultural consuming and purchasing power to industrial prosperity. Transferring purchasing and consuming power from industrial wage earners to agricultural producers by the taxation route is only "robbing Peter to pay Paul."

The Domestic Allotment Plan will contribute nothing to the return of general prosperity. It adds a burden of unproductive labor to the cost of commodities which must either come out of the price paid to the producer or the price paid by the consumer.

It creates privileged classes of farmers who receive so-called "tariff benefits" on wheat, cotton and livestock which are denied to other farmers producing corn, oats, barley, dairy products, etc., who are equally entitled to them.

"Tariff benefits" are paid farmers who have produced the commodities covered by the bill for a period of five years. The bill therefore sets up a special privileged class and creates a vested right in farms producing commodities covered by the bill which is denied to farms and farmers who have not produced these commodities for the required period.

It allows 60% of the farmers producing wheat, cotton and livestock, for their own advantage and benefit to vote a tax on 120,000,000 consumers.

Securing an honest, impartial and intelligent vote by producers on the question of the adoption of the plan is a task of great difficulty and magnitude.

It is inconceivable that the Farm Board will pay out hundreds of millions of dollars in so-called "tariff benefits" on the basis of allotments made by voluntary county committees and certificates of performance of allotment contracts by individual producers issued by county allotment committees without independent investigation and immediate direction of these committees sufficient to assure the Board that the allotments have been properly and legally made, that the contracts have actually been completed and that the payments are finally made to all farmers legally entitled to receive them. It will require an enormous bureaucracy and an army of inspectors, auditors, checkers and enforcement agents to audit the contracts and to check payments and to satisfy the Board that the contracts have been complied with and the farmers to whom allotments have been made are legally entitled to the payments.

The making and awarding of allotments opens the path for all sorts of political chicanery. The opportunities for fraud, dissatisfaction, discrimination, injunctions and litigation are limitless.

It is impossible to determine in advance what the social effects of the payment of this subsidy will be but no one who has considered the so-

cial effect of doles and government gratuities can doubt that these social effects will be profound.

The alleged object of the plan is to make the tariff effective, yet it is proposed to apply the bill to cotton on which there is not now and never has been a tariff by imposing a tax of 5c per pound on the processing of cotton. The proponents of the bill recognize the disadvantage under which this tax will place cotton in competition with rayon and silk. They propose to impose a countervailing duty of 5c a pound on rayon and silk which are already subject to heavy tariff duty. The proposal to impose this countervailing duty upon products competing with cotton illustrates the ramifications into which arbitrary legislation of this sort projects itself.

The provisions of the contract between the government and the farmer requiring reduction of acreage as to cotton cannot be enforced since we export 50% of our production and supply 75% of the world market.

Setting up of allotment com'tees and making allotments in those states and counties where production is small, both in the aggregate and on individual farms will be difficult and the enforcement of reduction of acreage or production practically impossible.

If the object of the Allotment Plan is really to make the tariff effective on agricultural products the producers of corn, oats, barley, dairy and poultry products are equally entitled to the benefits of the law.

Depression Due to Lack of Balance.—One of the fundamental reasons for the depression through which we have been going, leaving out the question of international debts, speculation, etc., has been the lack of balance between the amount of corporation incomes brought back into the means of further production, and the amount of those incomes which have been paid out as wages.

What we have been doing during this period of prosperity was to increase the proportion of our income which went back into surplus and was used for purposes of creating more production without on the other hand providing additional employment and additional wages necessary to absorb that additional production.

Now, when we reversed the situation, production has declined and with it prices have declined and wages have declined, and we have created a vicious circle by which we are going further and further down into the dumps, and we are not going to get back and stay back until this thing turns.

Business men generally recognized that some of the incomes of corporations which have been heretofore paid back into the machinery of reproduction is paid in the form not only of more employment, but of higher wages for that employment.

Now, that isn't socialism; that is just pure economics. You can't produce without providing at the same time a purchasing power by which that production can be used and consumed. That is what I may say I think Mr. Hoover had in mind when he brought together the business leaders at the beginning of this depression to attempt to maintain wages because he knew that the inevitable consequence of reductions in wages was reduction of the purchasing power of the people by which only the price level and reproductive power of the country could be maintained, and continued. (Applause.)

Unchaining the Farmer's Markets

[Continued from page 274]

tle, lard and other articles were proportionately higher.

Mr. Stone says the depression caused low wheat prices. Let us study this for a moment. In other depressions prices have been much higher because bread is always regarded as the best and cheapest food. In the terrible depression of 1873 the lowest July price was \$1.14½ for wheat. When ruin stalked the land in 1893, closing nearly 500 banks, putting 169 railroads into distress and stopping the wheels of most industries, the lowest price of wheat in July was 64¢. It looked as if the end had come in 1907 when pig iron dropped 50 per cent in a few months and there were endless business failures. But the lowest July wheat price was 89 cents. Fancy the rejoicing of farmers today at 89-cent wheat! The collapse of 1921 registered the lowest July wheat price at \$1.18½, and in the following year of continued deflation, farmers were stunned at the low price of \$1.09½. No, the facts must be faced.

The Farm Board experiment smashed the price of wheat. And its continuance, regardless of amendments to the law, regardless of such fatal additions as the so-called equalization fee, debenture plan or domestic allotment, only prolongs the catastrophe.

The grain exchanges have fought all types of paternalism that would in the end reduce agriculture to a state of peasantry. They have

opposed unsound farm legislation which would bring relief only to a few selfish individuals.

They will go on fighting for freedom of the farmers' markets, and they will win this fight or close their doors. There can be no compromise on principles. Socialistic schemes will not make the farmer prosperous, and without farm prosperity there will be no prosperity for the agricultural trades or for the nation in general.

The issue is clear-cut. The markets must be unchained, the farmers' grain quickly placed into consumptive channels, the farmers' foreign markets won back and the old prosperity restored, or we are to continue having the Farm Board, or its prototype, with an agricultural peasantry controlled by a political machine and subjected to all the wrongs suffered by the toilers in the fields of Eastern Europe.

You men know the immensity of the task of spreading the wheat crop over the world. You know the farmers' markets are made of skillful salesmen who know how to sell the farmers' crop, how to keep the surpluses moving into consumptive channels, and how to maintain wheat as a cash commodity. This highly competitive sales force can always find a profitable market for the farmer when given a chance and when free of political dominance.

These salesmen—the exchanges—in the past have poured the farmers' produce into cash channels and have kept prices reasonably high, as the records will show.

To restore better times, Mr. Stone and his group of adventurers must be banished from power; bureaucracy must remove its hand from the throat of business and the farmers' markets must be permanently unchained.

Congress and the Grain Trade

[Continued from page 277]

been robbing both, thru discriminatory laws, thru inflation of values, and many other schemes which I could describe to you but which might carry me further into the realm of politics.

Some of you may say that the farmer is already represented. They are represented by Uriah Heeps. Let me give you an example of the kind of representation he has had. I am quoting from the Lobby Investigation held before the Committee on Judiciary of the Senate of the 71st Congress, between January 21st and March 21st, 1930. Mr. Chester Gray of the American Farm Bureau Federation on the witness stand with Senator Caraway examining:

SENATOR CARAWAY: Mr. Gray, how do you regard the tariff on manufactured goods from the farmer's standpoint?

MR. GRAY: Entirely too high.

SENATOR CARAWAY: What are you doing to get it reduced?

CHESTER GRAY: Nothing.

SENATOR CARAWAY: What is your organization doing to have these tariffs reduced?

CHESTER GRAY: We have no program.

Let us suppose that Mr. Grundy was on the witness stand. Do you suppose that he would tell these Senators that he had no program? Do you remember what he said to them? He told the Senate that he had raised a million dollars for Mr. Hoover's campaign and he said, "I am here to get my pay."

Here is my challenge to you: Organize yourselves to protect agriculture and thereby protect yourselves. Do not follow blindly the leadership of any party label when you are being racketeered. You have a right, nay, it is your duty, to protect the farmer. In the words of Senator Norris, "Cease being a parrot; no longer displace the emblem of American Liberty, the eagle, and set up in its place the parrot."

While you are here in session is the time to act, and then go back home on the firing-line and weld your organization together with the farmers, whose products you are distributing, and the politicians will no longer shy you, will no longer ostracize you. If you haven't the spine to do it, if you lack the courage, then go home and be good slaves, and do not complain.

As far as I am concerned, I threw the challenge into the teeth of the farm leaders in my district, and I had the combined opposition not only of the farm organizations but the entire county agent system, the agricultural college and the Governor of the state, who sent his political secretary into my district with orders to defeat me at any cost. They failed, tho they had a three to one handicap in the race. The farmer knows a friend when he sees him. They are not fooling the farmer or you would not be handling around 90% of the business. Congress does not know this. It is your duty to inform them in language they will understand, and the language they do understand is the language that is delivered at the ballot box. I leave this challenge with you. . . . The audience arose and applauded.

FRENCH LICK is a delightful place for a convention and its beautiful surroundings attracted many leaders of the trade as well as a large number of ladies.

The Mystery Field Day

The "Mystery Field Day," arranged by the Indianapolis Board of Trade for Monday afternoon, presented the most unique and hilarious entertainment of the entire convention, and old-timers said it had never been equalled at any convention they ever attended. Over forty fine prizes were won in the sixteen events:

1. The Crab Race for Men, illustrated in this number, was the funniest race imaginable, for the men crawling backwards on all fours with paper bags over their heads bumped over the ground, knocking one another inadvertently and losing all sense of direction. Hughes Patton of Indianapolis won the race and a dandy pipe. Jimmy Gould from Minneapolis cut a couple of half moons before the shouting and cheering and hand-clapping by the large audience aroused his curiosity sufficiently to cause him to stop to find out whether or not he'd really won.

2. The One Out Race in which 12 wooden blocks were raced for by 24 men, then 8 blocks by the 12 winners, then 4 blocks by 8 winners, etc., until the last block was won by Thomas A. Bankmann against Fred K. Sale, who unfortunately slipped. The lovely prize was an attractive combination comb and brush set.

3. In the Women's Volley Ball Kicking, the ladies made a poor showing in making the volley ball sail very far through the air, proving, as one clever mademoiselle laughingly pointed out, that the wives of Grain Dealers are not kickers. Mrs. J. C. Crouch of Dallas, Tex., won the meet and the stunning pearl beaded bag, after a hard fought contest and several ties.

4. The Sack Relay Race, in which teams of six men raced in succession around a goal, handicapped with a gunnysack, was won by team No. 1, with the following men, each winning a lantern flash light: Charlie Weirick, Indianapolis; Ollie Barr, Bicknell, Ind.; Thomas A. Bankmann, Chicago; Hughes Patton and Burt Springer, Indianapolis; and C. L. McMichael, Lawrenceville, Ill.

5. The Match-Box Passing Race was another of the screamishly funny events. Several teams of 3 women and 3 men competed. The stunt started out with director Sam Dickey placing a match box on the end of the nose of the first person on each team. The box had to be passed from nose to nose all the way down the line and back, without the touch of human hand, except in case the box fell to the ground. Some of the contortions the various team members went through brought waves of uproarious laughter, as is obvious from the illustration of the event. Three lucky ladies won handsome sets of decks of cards, and the men won smoking sets, particularly designed to fit on the bridge table. Mrs. Hughes Patton, Indianapolis; Mr. and Mrs. Walter Moore, Covington, Ind.; Mr. and Mrs. Adam Egly, Geneva, Ind.; and Ike Woodard, Indianapolis, comprised the team that walked off with honors.

6. The Balloon and Bag Race will prove for all time that Mike Vehon is not a "blow-hard." In the teams of 3 men and 3 women, the women had to blow up paper bags and smash them at a distant goal. Then the alternate men with balloons had to blow them up so large that they burst, all in rapid succession. Mike blew and blew and blew while men and women smashed their bags and balloons and raced back to place, and still Mike Vehon blew and blew and the wonder grew that Mike's breath could be so dulcet. When one team had won Mike was still blowing and the crowd was yelling "Get some garlic—You need a stronger breath." The prizes were three trim powder sets for Mrs. Ollie Barr, Bicknell, Ind.; Mrs. W. W. Cummings, Toledo, O.; and Mrs. Harold Gray, Crawfordsville, Ind. The lucky men won handy electric tippit lighters. They were Chick Philips, Chicago; E. K. Sowash, Crown Point, Ind.; and Ollie Barr, Bicknell, Ind.

7. The Women's Kangaroo Balloon Race, illustrated in this number, was another highly

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The Farm Board and the Co-operative Movement

By LAWRENCE FARLOW, Bloomington, Sec'y Farmers Grain Dealers Ass'n of Illinois, before Grain & Feed Dealers National Ass'n

I am here a representative of the pioneer co-operative marketing movement in this country, the farmers' elevator movement. I am in daily contact with the farmers in the greatest agricultural state in the Union and I know something of their plight. I know something of their condition from conversation with them from day to day; I know something of what they are talking about. It was William Jennings Bryan who said, "Destroy agriculture and grass will grow upon the streets of every city, and village in the land. But destroy our cities and our villages, and a prosperous agriculture will build them up again."

We know that agriculture is in distress and we know that the effect of a distressed agriculture, the decided falling off in the buying power of the farmers is affecting the business of the cities. We see evidence of this every day when we drive through the business streets of cities that were formerly busy and find spiders weaving their webs across the doors of buildings that a few months ago housed prosperous business institutions.

Era of Prosperity During Marketing Freedom.—From 1900 until 1915, when the farmers' elevator was the center of farm organization activity in this country, our farmers enjoyed their greatest era of prosperity. More farms were bought and paid for, more comfortable farm homes were built, more mortgages were paid off, more general progress was made upon the farm than any other era. At that time we were producing a surplus of agricultural products in this country; America grew rich from the exportation of our surplus farm products, but during that time we had a free play of markets which encouraged friendly relations in foreign countries, but our farmers' elevators and independents operating side by side in the country, there was the free play of competition which insured the farmer the highest market price that the markets of the world would afford, and with our grain exchanges operating unrestricted by federal legislation or regulation, we had free play of competition in the terminals, and with our private exporters seeking out the best markets in the world under friendly trade relations, for our surplus, our grain was moving off to market year after year, without the accumulation of any burdensome surpluses.

Under that system of free and open competition, back in 1913, prices were so satisfactory, commodities were moving off to market so smoothly, that there was general complaint in the cities that the farmers were enjoying more than their share of the nation's prosperity, and so quickly were our products moved to market and disposed of that our statesmen became apprehensive that we might not be able to produce enough foodstuffs in this country to feed our people, and they decided agriculture needed to be stimulated.

Our first piece of farm relief legislation, the Smith-Lever Act, setting up our system of county agents to stimulate agriculture, was given us at that time, and by that act 2,395 graduates of agricultural colleges were placed upon the public payroll where they have remained since that time. They adopted a slogan: "Make two blades of grass grow where one grew before." And it has been suggested in these recent years that perhaps agriculture was over-stimulated, that they made too many blades of grass grow, that that is responsible for our present surplus, but statistics do not bear that out, because in 1913, that year in which we had no accumulation of grain, that year in which we had commodities moving to market smoothly, there was no accumulation of a surplus, that year in which our statesmen became apprehensive that we might not produce enough food to feed our people, that year in which it was decided that agriculture should be stimulated to greater production, in that year we produced of the five grain crops, corn, oats, wheat, rye and barley, 4,557,000,000 bushels.

In 1930, the year in which you heard so much about unsalable surplus, the year in which we were told to plough up every third row of cotton, kill off every tenth milch cow and reduce production generally; in that year, 1930, we produced of the same five grain crops, corn, oats, wheat, rye and barley, 4,544,000,000 bushels or 13,000,000 less than were produced in 1913. And then they tell us it is over-production. Not so.

Government Monopoly Forced upon Us.—Something has happened to our markets; in my opinion, the problem is very similar to the one that confronted us in '96, except that instead of having a private monopoly of the

grain business, a government monopoly has been forced upon us, which is even more disastrous than a private monopoly and monopoly never has been healthy for producer nor consumer.

Speculator Carried the Burden.—I am confident in my own mind that the speculator has in the past, in our commodity markets stepped in at a time when there was not an actual consumptive demand for our products, have lifted the burden at a time of heavy deliveries, and have helped to provide a daily market so that the farmer might dispose of his grain, and all of the grain he produced at any given time at a price reflected by public sentiment as to the proper price of that commodity.

Our grain exchanges have been placed under the control of the Department of Agriculture. As I view it, one of the functions of the grain futures administration is to impose somewhat of a restriction upon speculation, and we know that there is not the speculative activity that there formerly was. It has been advocated that to eliminate speculation might tend to stabilize prices, and I have heard it suggested by farmers that perhaps it has done that very thing, that all of this regulation that we have had imposed upon us by the federal government has had a tendency to stabilize prices and as we look over the price chart, we find that there is evidence that that is true, because the price runs very much in the same direction for several years, but I have also heard farmers say that they would prefer to have a fluctuating market with an opportunity to sell their stuff occasionally at a high price than to have a stabilized market at the ridiculously low price that we have had the last two or three years.

They gave us the Capper-Volstead Act, placing an interpretation upon co-operative ass'ns, an act which was inspired by a pool promoter and the interpretation which they placed did not in any sense fit our co-operative elevator companies which have been the only co-operatives that have survived for a generation and proven their worth as real service institutions, but it was suggested to me by one of our co-operative leaders a few days ago that promoters have never been friendly to our co-operative elevator movement because there is no place in the co-operative elevator movement for the promoter to light.

Co-operative elevators if they have been successful have done so because they have conducted their business along strictly legitimate business lines, and they have never made an appropriation except for services rendered, and for that reason there is no easy place for a promoter to light in that movement, and therefore, he has gone to the pool type of organization where leaders in the movement do have their hands in the farmer's pocket, and can take out something for their own compensation before they make the final returns to the producer of the commodity.

The Agricultural Marketing Act, as it has been put into effect by the Federal Farm Board, has had a tendency to restrict competition even in a much greater degree than did the private monopoly of thirty years ago, and that the farmers are suffering from that condition.

At the time the Agricultural Marketing Act was passed, it was the thought of leading farm economists that a big pool must be put into effect. It is not working out as they expected in that respect. At that time there were six wheat pools operating in this country and a gigantic pool operating in Canada. In spite of all the aid and assistance that has been given to those organizations by the Federal Farm Board, we find that they are failing, and there is only one of the six pools in this country that are still attempting to conduct a seasonal pool, and of course, the big Canadian pool has passed out of existence.

This Canadian pool, in my opinion, was the movement which started the wheat boggy which carried the price to the lowest figure that has ever been known in this country. We know that in 1929 they did have control of a large percentage of the production in Canada, and we know that at the time that wheat was harvested, there was a demand in Europe for their surplus, and that there was an opportunity for them to sell that surplus at a price that would have netted the farmers something like \$1.40 a bushel, and we know that wheat was sold in this country, just before the Farm Board came into existence, at a price netting the farmers around \$1.25 a bushel. But we were told at that time that the Canadian wheat pool people were confident that the European demand was such that they would be able to

demand a higher price, and they refused to sell at a price which would net the farmer \$1.40 a bushel. About the same time, our Federal Farm Board announced their intention to stabilize prices in this country.

The combined action of the Canadian Wheat Pool and our Federal Farm Board was very offensive to European buyers, and they turned their backs upon our market and went to other sections of the world, and left North America with too much wheat. The two groups, the Canadian Pool and the Federal Farm Board, were able to effect a monopoly, but instead of advancing prices, they started prices on the downward trend. It is my opinion that the members of the Federal Farm Board realize that their stabilization efforts have failed. I doubt if they will again attempt to control prices in the same manner.

Those who have received appointments in organizations made possible by the Federal Farm Board, desire to perpetuate a grain monopoly, in the person of the Farmers' National Grain Corporation. They desire that that shall remain with us after the stabilization corporation has been dissolved and perhaps after the Federal Farm Board has passed out of existence.

They justify it as a monopoly on the grounds that it is a co-operative, but I deny that that is true. I have devoted my life to a study of co-operative marketing. I left the farm when I was twenty-two years old to take the management of a local co-operative ass'n, and have been connected with local, state and national co-operative associations, and have given the subject a great deal of study. The best answer and the best definition that I have heard for a co-operative ass'n is one that is owned and controlled by farmers and operated for their benefit.

Farmers National Not Farmer Owned.—It is my opinion that the Farmers National Grain Corporation does not meet any one of these requirements. It is not farmer owned. Their financial statement shows that farmers and farm organizations have furnished only about \$76,000, barely enough to pay organization expenses, and that they are now indebted to the federal government in the amount of sixteen million dollars. If the government has invested sixteen million dollars in the organization, and the farmers have \$76,000, then I say, is it all owned by the government or owned by the farmers? Evidently it is owned by the government. It is not controlled by producers. Perhaps some of you know that when this organization was formed, I was invited to sit in the meetings, and was at one time a director of the Farmers' National Grain Corporation before I discovered the trend that it was to take and I know that while serving upon that board, the Federal Farm Board positively dictated the policies of the organization, and that the most important transactions passed by the board of directors were at the insistence of the Federal Farm Board, so in my opinion it is not and never has been farmer controlled, and I doubt if it could be said that it was operating in the interests of the farmer. It is operating so much along the same line of the old line house concern of thirty years ago that it is difficult to distinguish the difference.

In the day of the line house, there was little required in the way of ability on the part of a manager of a local station. The line house concern was content to employ anyone who was capable of weighing grain, loading it in a car, and hauling it to market, because the marketing transactions were all handled by the marketing organization at some big central point.

The farmers' elevators changed that situation. Boards of directors selected men of experience and ability to operate country stations, and these men were instructed to ship their grain by the most direct route to the nearest market in order that the farmer might receive the highest possible price, and their development considerable volume of business going direct from country points to mills and industries without going through the big central markets. Today we have the farmers' national setting itself up as the old line house concern with regionals out in the farming communities who perform no service other than to solicit business for the Farmers' National Grain Corporation.

The regional in Illinois at the present time performs no marketing service, does not take the place of anyone else in the grain business, but brings into the old marketing machinery a new group of salaried men; and they, like the old line house concern, are directing that the grain go through the big central markets in order that they might collect their commissions all along the line. It is a step backward and in my opinion is not healthy for the producers.

To give you one specific example, we have in central Illinois a farmers' elevator company located not many miles from a large industry. This company has been able for many years to sell its grain direct to the industry without any commission man or any middle man entering into the transaction. The grain is never owned by anybody except the farmer who produces it, the co-operative elevator which is owned by the farmers, and the industry that

grinds it into corn products. Can anyone imagine more direct, more thoro co-operative marketing, and still representatives of the Farm Board regional went to the board of directors of that co-operative elevator company and asked them to sign a marketing agreement under which they would agree to sell all of their grain to a regional operating in that territory; this regional had already agreed to sell all of its grain to the National Grain Corporation, and if the industry wanted any grain, it could go to the regional to purchase.

If that plan had been carried out, it would have injected two middle men and two commissions between the farmers and the industries, where no middle men had existed before. I ask you is that in the interest of the farmer? And then I can hardly believe that an organization is really working in the interests of the farmer when at a time like this, when we are all striving to earn sufficient compensation to exist, when most of us have been willing to reduce our salaries or our income or our commissions, whatever they may be. If in a time like this, a group of men be gathered together in this organization at salaries five to ten times as much as they ever received before in the private trades, I am wondering if those men are really working for the interests of the farmer.

I am sure that if Mr. Cain were here to take his place on the program that he would tell you, because I have heard him make this statement, that he does not believe that the farmer can expect to return to the conditions which he enjoyed before the war until much of this government regulation of our markets has been done away with, until the farmers are again given an opportunity to conduct their own business in their own way, and their business was conducted some thirty years ago when they were prosperous. (Applause)

The Family Dinner

A feature in the entertainment provided at the convention was the "family dinner," Monday night, so called because the grain and feed dealers and their wives, families and friends were segregated from the regular guests of the French Lick Springs Hotel, having a large dining room all to themselves.

The excellent cuisine of the hotel was presented on this occasion, and just to make sure that the guests would find no difficulty in digesting the double portion each would demand, Lew Hill of the Lew Hill Grain Co., had after-dinner mints distributed at each plate.

Serpentine, party horns and a wide variety of paper party hats in many shapes and colors were likewise distributed on the tables to lend color and noise to an already hilarious affair.

Continuous vaudeville was a part of the dinner supplied by talent of merit imported by the Indianapolis Board of Trade. Singers, two of them, one playing an accordion, floated here and there about the dining hall, rendering duets and finding quick appreciation in the eyes of every man present, whose company would permit such response. As the evening progressed a trail of harmony hounds gathered in the wake of the charming sirens, until the hall was a medley of sound.

Cutting more capers than could be imagined by any one man was a sober-faced waiter who did everything he could to get in everybody's way. Butter plates mysteriously disappeared when backs were turned, and re-appeared beside some other plate. Ice choked glasses until there was no room for water. Gentlemen escorts found themselves walking alone while their ladies were shown to tables with a single vacant chair. A large foaming glass of beer was whisked around the room.

Following the dinner there was dancing in the large lobby of the hotel, in which every convention delegate joined, cutting in on the more fortunate men if he found himself without a partner. Between dances were vaudeville acts, a part of the entertainment supplied by the convention host, the Indianapolis Board of Trade. A team of dancing sisters tapped and sang their way into the hearts of their audience. A trio of two men and a girl brought gasps into the throats of all present when they went into breath-taking gyrations. There were repetitions of songs and the dancing continued until far into the night.

Winners at Golf

Sixty-six starters left the first tee of the French Lick Hill Course Tuesday afternoon in the annual golf tournament. A murky sky soon made good its threat and heavy rain soaked the players until they were hardly sure whether they were playing golf or swimming the English channel. Yet 43 of the 66 players finished the 18th hole before returning to the hotel and dry clothes.

The prizes secured by the hustling Golf Com'te of the Indianapolis Board of Trade were awarded by announcement at the banquet that evening. Following the address of Col. Robert R. McCormick, and the clever monologist, C. W. Maibucher called the names of the golf winners, and each in the order of his winning approached the long table bearing a heavy load of golf gifts that had been placed before the speakers' table, making his selection from the large variety offered.

The low gross score, an 83, was turned in by Ed Rosenbaum, Jr., of the Chicago office of Rosenbaum Grain Corp., so he captured the Boston Trophy, which had been brought to the convention by O. F. Bast of Minneapolis, the Houston winner. Mr. Rosenbaum won by two strokes over Mr. Bast.

As winner of first place Mr. Rosenbaum made the first selection from the prize table, taking a fine gladstone bag, contributed by the Early & Daniel Co.

Pete Donahue, Louisville, took second place and selected a set of matched irons, contributed by the Oyster Shell Products Co.

O. F. Bast, Minneapolis, held his reputation by taking 3rd prize, selecting a handsome leather golf bag contributed by the National Oil Products Co.

Newton Busenbark, Crawfordsville, as winner of 4th prize, with an 88, selected a sport sweater, contributed by the Lawrenceburg Roller Mills.

Fifth and sixth places were taken by E. B. Evans of Decatur and Ted O'Sullivan of Kansas City. Mr. Evans selected a leather zipper bag, contributed by the Randolph Grain Drier Co. Ted O'Sullivan selected a leather sports coat from the list of Board of Trade prizes.

Harry Voltz, Jr., Louisville, won the zipper bag contributed by Quaker Oats Co. E. F. Winslow, Indianapolis, selected a casting rod. Harry Field, Chicago, selected an ice basket contributed by the Acme-Evans Co.

C. W. Dempsey, Chicago, won a pipe, in which he has promised to smoke only his own carefully selected long-cut tobacco.

E. J. Martin, Norfolk, Va., won a raincoat. Mr. Martin evidently appreciated this prize in view of the soaking he got before he finished the 18 holes.

Glen Steinhart, Indianapolis, won a casting rod, in a tie with Dale Phillips of the same city, who selected an electric clock.

Joe Holder of Indianapolis, Orin Dowse, Chicago, and W. E. Flournoy, Norfolk, Va., won boxes of a dozen golf balls.

John Weirick, Indianapolis, won a fishing tackle box. Bill Tucker of Chicago won the nested set of tables offered as one of the list of Board of Trade prizes.

In the middle of the prize selecting came the bit of fun in trying to determine the most popular road man. Announcer Maibucher found it hard to tell who received the most enthusiastic greeting. The applause given each was long and loud.

Honors were about split between Bill Tucker of Lamson Bros. & Co., and Larry Larimore of the Cleveland Grain Co. Both were vigorously applauded, with Larry Larimore eventually winning by about 5 hand-claps. He was rewarded with a carefully wrapped and sealed package which he was required to open before the audience. The opening revealed a pair of lady's pink undies, matching the color of his neck and ears upon the discovery. But it all turned out well when Mrs. Larimore stood up and announced that she would do the wearing.

LEW HILL deserves special mention for his part in gathering together so many useful prizes, that nearly every duck who finished the course came in for part of the bounty. Each was more than anxious for his turn at the selecting. Lew Hill and his Golf Com'te put in a lot of hard work to burden the prize table so plentifully, but it is certain that when they saw the delight the prizes brought to the eyes of the winners, they were rewarded.

The French Lick Banquet

A pleasing banquet served in the large dining room of French Lick Springs hotel on Tuesday evening had an enthusiastic attendance. The best the famous French Lick chefs could provide tempted the palate, and Col. R. R. McCormick stimulated mental appetites and aroused his audience on waste in government.

During the dinner vaudeville performers kept the guests eager to see that bit of European entertainment—a dancing girl and a donkey, the donkey being another girl in a donkey suit, who climbed on tables nuzzling the guests, escaping the glassware but always finding a bald head to caress.

Pres. H. A. Butler of the Ass'n acted as toastmaster, introducing tersely and well both the entertainment and the speakers.

COL. ROBERT R. MCCORMICK, editor and publisher of the *Chicago Tribune*, famous fighter of bureaucracy and excessive taxation, was the speaker of the evening. His 30-minute address on "The Sacking of America" began at 8 o'clock p. m. and was broadcast over WGN and the NBC network. (Quinn Ryan was the broadcaster.) Excerpts appear elsewhere in this number.

Bill Dornfield of Chicago, a monologist, amused the guests with his wisecracks. Next came the distribution of golf prizes under the skillful direction of C. Wm. Maibucher, as reported elsewhere in this number.

Dancing by artists and the delegates in the main lobby of the hotel completed an enjoyable evening of entertainment. The excellent orchestra of the hotel supplied music.

Souvenirs

Depression or no depression souvenirs were many and attractive, and were freely dispensed.

COMBINATION SPOON and bottle openers were distributed by P. F. Ricketts, in charge of the Battle Creek Dog Food Co. display. He also distributed playing cards.

WHITE CAPS bearing the advertising of Arcady Farms Milling Co. were distributed by representatives of that company.

STEINHART GRAIN CO. freely distributed attractive bridge pencils, both at the banquet and in contacts with its many friends.

THE O. W. RANDOLPH CO. distributed Moo Cow noise makers and trick match boxes at the banquet and the family dinner.

Cigars at the banquet were distributed by the Oyster Shell Products Co.

PENCILS with removable erasers were the gift of Anglo-American Mill Co.

BEECH-NUT MINTS were placed at each plate at the family dinner Monday night by the Lew Hill Grain Co.

GRAIN REDUCTION TABLES reducing the cost per ton at any given price per bushel were distributed by James A. Gould of the Arthur McGuire Co.

SONG SHEETS were distributed by the members of the Indianapolis Board of Trade with each individual firm's name on the back.

BUDWEISER distributed sheets of paper treated with gunpowder advertising their Barley Malt Syrup. By touching an indicated spot with a lighted cigar the paper started burning to spell their message.

THE HOUSTON and the Bost Port Bureaus distributed booklets advertising their respective ports.

THE CLEVELAND GRAIN CO. distributed their famous orange, black and white pencils. "Larry" Larimore did the work.

The Sacking of America

By Col. ROBERT R. McCORMICK, Chicago, Ill., before Grain & Feed Dealers National Ass'n at French Lick, Ind.

The depression here and thruout the world has been caused by excessive taxes, which have made industry and commerce unprofitable, have prevented them from saving any surplus or raising new capital, and have thrown millions of men out of work.

In consequence the need has arisen (or is it that the occasion has been seized?) for the state to provide new capital and to supply employment and charity for the idle, to do which it is levying still more excessive taxes, completing the vicious circle.

Money is being spent by public officials faster than it is being accumulated by private individuals and companies. No serious thought of retrenchment appears to have entered the heads of our office-holding tyrants. We are therefore running to an inevitable end, of private and public bankruptcy, and the end is in sight.

If we are to save ourselves from the threatened cataclysm we must find by what steps we were led into this morass that we may learn how to retrace them.

The Interstate Commerce Commission, which does not move a pound of freight or a passenger, costs the astounding sum of ten million dollars a year to maintain. In its forty-five years of life it has raised freight rates beyond the capacity of shippers to pay, and has brought the railroads to the edge of bankruptcy.

In 1889 the Department of Agriculture was organized and began its devastating inroad upon the Treasury. Last year it absorbed two hundred and ninety-seven million dollars of the public wealth.

Public expenditures before the war were three billion dollars per year, including state and local governments. Five years after the war they exceeded ten billion. The total public expenditures for 1932 will exceed fourteen billion dollars!

Nor must you be hoodwinked with that utterly false statement that the largest part of this sum is spent on war, because only 17 per cent of the national government's expenditures is even appropriated in the name of the Army and Navy departments.

Before the war our national indebtedness, including states and counties, was four billion, eight hundred fifty million dollars, while in 1922, four years after the war, it had risen to thirty-one billion dollars. Between 1922 and 1930 the Federal debt had been cut by six billion, seven hundred million, but borrowings of states and cities had more than offset the Federal amortization. Now the debts of all our governments aggregate about thirty-five billion dollars.

These costs seemed bearable at the time because of the steep, if temporary, increase in values of all kinds.

Prices of agricultural products soared at the outset of the war. Cotton mounted from 7 cents to 43 cents a pound, and wheat from 80 cents to \$3.50 a bushel.

The consequence has been that property of every kind was raised, as a ship on a wave, and left by the receding wave high and dry on the jagged rocks of ruinous taxation.

Mediocrity in Office.—In the early days of American freedom, before its fruit had been produced, public life absorbed the men of greatest talents and raised the art of government to undreamed heights. However, as opportunity spread and larger and wider fields of usefulness and activities revealed themselves, brilliant men came to seek intellectual outlet in invention, in science, in finance and business activity, while the offices of government fell more and more into the control of men not capable of the larger mental and spiritual activities.

Elsewhere, immigrants from continental Europe, with no experience in self-government, are easily led to direct their old-world hostility to social superiors, against the Americans who preceded them here. Untrained in self-reliance, they are easily persuaded to rely upon office-holders rather than upon themselves.

Foreign agitators have repaid us for asylum by both insidious and open agitation against our institutions, until today their policies, not those of the great Virginian philosophers, Jefferson, Madison, and Mason, and of the great economist, Hamilton, dominate action in Washington.

While the office-holders have been the officers, the unassimilated have been the mass in the attacks on the American way of life.

Politically, they have been all successful; economically, their accomplishment has been like a Greek tragedy. Their own faults have led to their undoing. Having vindictively destroyed the existing marketing machinery, having seized five hundred million dollars of other

people's money to finance a Russian food soviet, they have brought the price of farm commodities down to the levels obtaining before America created free institutions.

Pork was not selling down at three cents a pound in the days before the packers had been driven to despair and suicide, nor was wheat down to forty-two cents before Bolshevik commissars replaced the American form of grain marketing.

The tax-raisers, living in semi-idleness on other people's money, assume that income flows constantly and continuously. It does not.

The fact is that industrial life is hard, and commercial life is hard. The percentage of success that enterprise, intelligence, application and hard work can win over all the unknown quantities is not great.

Every new venture is a gamble and every new day is an adventure. If too much is taken away from the successful ventures, the inevitable result is bound to be a preponderance of unsuccessful ones, and that means stagnation and sterilization.

It is obvious that the public wealth is the total of private wealth and can increase only as the latter increases and must shrink as the latter wanes.

The evil talk of tax strikes is heard throughout the land, but far more serious than strikes is the growing inability of tax-payers to pay. Strike or no strike, it is absolutely impossible to pay the taxes assessed. Owners of buildings are tearing them down because the taxes are more than the receipts. Owners of unimproved property are unable to pay their taxes, and tax-buyers cannot be found to evict them. Individuals, estates, and corporations are beginning to find it impossible to meet Federal taxation extorted with all the ruthlessness of the Germans in Belgium.

We have reached the extraordinary situation where the ownership of property has become a liability, not an asset.

It being the evident purpose of our government to take away from its citizens, like conquerors from their subject peoples, all their property insofar as it is profitable for the government to do so—how far can the taxes be extended before they destroy the source of income?

Here we enter a less defined field of political economy, but there is ample evidence visible to those willing to see. The great industrial enterprises which pay so large a part of all kinds of taxes, real, personal, and income, employ so many men and women, buy such quantities of primary products, started from small beginnings and have been built up from accumulations. If these accumulations had been sequestered in the past, as they will be in the future, the industries never could have grown. If we stop accumulation at this time, no more industries may grow to take up the slack of unemployment and to pay the cost of government.

Bleeding Taxpayer to Death.—An even closer comparison is found at Rochester in Minnesota, where there is an industry—supplying human blood to the hospitals. Through long experience the doctors know that they can take a certain amount of blood from a healthy man without affecting his health; the sick can get the benefit of his strength and he may complete his normal years, but beyond that, either slowly or fast, they bleed him to death.

That process of bleeding to death has been going on in this country under the old tax laws. How much will it be accelerated under the new! I prophesy that the imposts set by Congress cannot be raised in this country for even one year. In other words, the taxes proposed will not balance the budget because the blood givers will sicken so fast that they will not be able to supply the government its many drops of blood.

Bear this in mind: Under this tax bill, the American producers can carry on a losing fight for one summer with diminishing earnings and vanishing employment. At the outside, we can carry on for one year; but if this tax bill remains on the statute books, our civilization will fall as fell the civilization of Rome, sacked not by the Vandals, but by our own conscript fathers.

The next situation which we face is that we shall have millions of unemployed and insufficient money extortable by taxation with which to buy them food. The country and its rulers will then be faced by the alternative: "Shall the unemployed starve, or shall food be provided for them, and since money will not be available to buy it, shall it be requisitioned from the farms as in Russia?"

This sacking of the American republic, made possible because of a mistaken idea of na-

tional wealth during the boom, because the bulk of the taxes was extorted from a number of voters so small that they could not protect themselves, and springing from the proclamation of the foreign doctrines of the anarchists, Engels, Marx, and Lenin, that the ruin of the rich would inure to the benefit of the less well-to-do, is almost complete.

In substantially reducing buying power and compelling selling of all kinds of property to meet tax bills, they have forced a bear movement in all commodity, security, and realty prices, infinitely greater than all the other bear influences combined, until, the sellers so greatly outnumbering the buyers, property of all kinds has lost most of its value. There being little demand for commodities, there is only a trifling demand for labor. Taxation has eaten our livelihood.

Unorganized lawless resistance to taxation must give way to organized lawful reductions of tax levies. Every department, every state, every county, and every city, can reduce its cost by at least one-half without omitting any single service which the citizens want, because more than half of all our public expenditures go to waste, nepotism, patronage, or corruption. Three months have passed since I issued the challenge "that there is not a cabinet officer, there is not a member of Congress, who can demonstrate that even one-half of the money appropriated for any department of government is used for the purpose designated." The challenge has never been taken up. The accused stand mute.

You who wish to help save your country must act quickly. You must elect a Congress that will aid, not ruin it. You must organize to send to Washington men who will undo the misdeeds of the last Congress and start us back from the road to ruin on which we are traveling.

You must tear these weasels from the throat of the nation. To attend meetings is not enough; to pass resolutions is not enough. You will have to go into every detail of political organization. If you do less, you will be destroyed.

You and those who join with you constitute the army in defense of America. If you are vigorous and steadfast in your task, future generations will revere you as the greatest of patriots.

National Convention Notes

IDENTIFICATION badges were supplied by the Grain Dealers Nat'l Mutual Fire Insurance Co., the registration being in charge of Mary Feider and O. M. Earl.

J. A. LINDERHOLM of Omaha altho suffering severely from a recent automobile accident did not permit his injuries to keep him at home, and a daily rub in the famous French Lick baths sent him home relieved of many of his aches and pains.

A LARGE VASE of gladioli adorned the registration desk throughout the convention and bore a message, "From one of the army of unemployed. Good luck and God bless you, Bert A. Boyd, Hendersonville, N. C." Bert also sent good wishes to many of his friends in the trade.

THE KANSAS CITY Night Hawks staged a miniature golf tournament Wednesday morning after all the other golfers had sneezed all evening and retired. Frank Theis and Tom Bartel indulged in this nerve-quieting pastime, but it is understood that their championship tournament was rudely broken up by a tirade of bursting firecrackers. Page Harry Robinson!

PRIZES—We have just received notice from the Postoffice Dep't that "Reading notices relating to lotteries, drawings, raffles, guessing contests or other enterprises where prizes are awarded by lot or chance are unavailable under the provisions of sections 473 of Postal Laws and Regulations." So in compliance with this regulation we will publish notices only of prizes won in the golf, bridge and field day contests.

DESERVING of extra special commendation is Ed K. Shepperd of the Cleveland Grain Co., Indianapolis office, who as chairman of the general com'te handling convention details for the Indianapolis Board of Trade, put in such long and effective hours. During the convention Ed was everywhere at the same time, seeing that everyone's wishes were attended. To the good management of him and his aids goes full credit for the splendid success of the convention.

Registered at National Convention

Among those attending the National Convention at French Lick Springs were the following:

OFFICERS OF EXCHANGES AND ASSOCIATIONS: Peter B. Carey, Pres. Board of Trade, Chicago; Dean M. Clark, Secy. Society of Grain Elevtr. Superintendents of N. A., Chicago; Fred H. Clutton, Secy. Board of Trade, Chicago; W. E. Culbertson, Secy. Illinois Grain Dealers Assn., Delavan, Ill.; W. W. Cummings, Secy. Ohio Grain, Mill & Feed Dealers Assn., Toledo; Lawrence Farlow, Secy. Farmers Grain Dealers Assn. of Illinois, Bloomington, Ill.; F. G. Horner, ex-Pres. Grain & Feed Dealers National Assn., Chicago; Wm. H. Howard, Secy. Board of Trade, Indianapolis; Nicholas L. Hubbard, Pres., Illinois Grain Dealers Assn., Mt. Pulaski, Ill.; Frank P. Manchester, Secy. Omaha Grain Exchange, Omaha; Charles Quinn, Secy. Grain & Feed Dealers National Assn., Toledo; C. B. Rader, Secy. Merchants Exchange, St. Louis; Fred K. Sale, Secy. Indiana Grain Dealers Assn., Indianapolis; D. J. Schuh, Secy. Board of Trade, Inc., Cincinnati; and David K. Steenbergh, Secy. Central Retail Feed Dealers Assn., Milwaukee.

Country Grain Shippers

MISSOURI: J. R. Harper, Mexico, and A. H. Meinsshagen, Higginsville.

MICHIGAN: M. J. Hart and A. L. Riedel, Saginaw.

OHIO: R. H. Brundige, Kingston; J. R. Clendenin, Lyons; L. W. Dewey, Blanchester; W. R. Elleman, Lockbourne; Will Pedders, Covington; J. C. Hochstetler, Findlay; W. M. Myers, Lockbourne; S. L. Rice, Metamora, and S. A. Steele, Chillicothe.

ILLINOIS: Isaac B. Barrett, Streator; Joseph Blais, Pinkstaff; O. A. Collins, Tuscola; Clarence Couch, West Salem; T. E. Hamman, Arcola; D. J. Horner, Lawrenceville; G. H. Hubbard, Mt. Pulaski; A. C. Koch, Breese; W. C. McMichael, Lawrenceville; G. Raymond Muir, Tuscola; M. B. Speece, Pontiac; H. A. Stotler, Streator, and Elvis Weathers, Newman.

INDIANA: S. J. Alexander, Crawfordsville; W. C. Babcock, Rensselaer; O. L. Barr, Bicknell; Newton Busenbark, Crawfordsville; E. E. Clark, Lebanon; Clifford Compton, Boggs; Leslie S. Conarroe, Frankfort; Albert L. Copeland, Paoli; Clifton E. Dauch, New Harmony; Adam Egly, Geneva; John Floyd, Monroe; Ford Garrett, Princeton; F. R. Garver, Fairland; C. F. Gery, Darlington; P. E. Goodrich, Winchester; W. A. Gray, Kirkpatrick; F. Hutchinson, Lawrenceburg; Lowell Hutchinson, Arlington; Don B. Jenkins, Noblesville; C. G. Jones, Winchester; L. E. Lake, Colfax; John S. McDonald, New Albany; A. B. Martin, LaFontaine; Leland L. Moore, Perryville; Walter M. Moore, Covington; Virgil W. Moore, Kirklin; Ralph Overman, McGrawsville; W. R. Owens, Montmorenci; Fred Paul, Spiceland; Paul W. Pritchard, Evansville; H. W. Reimann, Shelbyville; Frank B. Richards, Taylorville; Wm. E. Rider, Wayne-town; Paul G. Riley, LaFayette; R. W. Robertson, Brownstown; C. A. Ross, Rensselaer; Raymond Shine, New Albany; A. W. Snyder, Bluffton; Ralph Snyder, Taylorville; E. K. Sowash, Crown Point; Victor Stuckey, Berne; Hal Thompson, Kokomo; C. E. Van Steenbergh, Frankfort; Jacob G. Wagner, Monterey, and Leslie W. Wallace, Sheridan.

Terminal Market Representatives

DAVENPORT: Bert Dow.
BUFFALO: Mark Steele.
MEMPHIS: E. E. Buxton.
DODGE CITY: J. F. Moyer.
COLUMBUS: M. R. Maney.
WICHITA: Lon H. Powell.
FORT WORTH: W. W. Manning.
BROOKLYN: J. P. Henderson.
DALLAS: J. Carey Crouch.
SALINA: H. L. Robinson.
BOSTON: Carl J. B. Currie.
NEW ORLEANS: Harry L. Daunoy.
HOUSTON: T. P. Bartle, Port Buro.
CLEVELAND: Fred E. Watkins.
SIoux CITY: S. P. Mason, Terminal Grain Corp.

ST. JOSEPH: A. R. Taylor, Stratton Grain Co., and R. E. Wiese.
CEDAR RAPIDS: C. A. Davis and S. W. Wilder.

TOLEDO: L. J. Schuster and Geo. Woodman.
PITTSBURGH: O. A. Rector and George E. Rogers.

NASHVILLE: R. W. Hale, Cohen E. Williams and Harry Williams.

NORFOLK: W. E. Flournoy and E. J. Martin, Mgr., Norfolk & Western Elevator.

DECATUR: E. B. Evans, H. W. Glessner, H. K. Kapp.

OMAHA: O. T. Brewick, Trans-Mississippi Grain Co.; Hugh A. Butler; O. H. Gibbs, Lucke-Gibbs Grain Co., and J. A. Linderholm of Crowell Elevator Co.

MILWAUKEE: E. J. Koppelkam, E. J. Koppelkam Co.; E. LaBudde, LaBudde Feed & Grain Co., and W. A. Hottensen, of W. M. Bell Co.

CINCINNATI: Albert A. Helle, J. E. Hendrickson, C. E. Linder, Lyle C. Lord and E. B. Terrill of Early & Daniel Co.; R. C. Staub and S. J. Thompson.

ST. LOUIS: J. M. Adam, Anheuser-Busch; H. C. Aitmsberg, John O. Ballard, R. R. De Armond, J. H. Caldwell, W. J. Edwards, R. E. Nye, Denver Alfalfa Milling & Products Co., and L. F. Schultz.

KANSAS CITY: Geo. W. Coffin, G. Johnson, T. A. O'Sullivan, O. A. Severance, H. J. Sossland, Moore-Seaver Grain Co.; John Stark, R. H. Sturtevant, Frank A. Theis, Simond-Shields-Lonsdale Co., and Paul Uhlmann, Uhlmann Grain Co.

LOUISVILLE: R. L. Callahan, Milton Crowe, Rees H. Dickson, Pete Donohue, John S. Green, Harry A. Volz and Harry A. Volz, Jr., W. M. Wallace and Clark Yager.

MINNEAPOLIS: Sydney Anderson, O. F. Bast, J. M. Chilton, Harry G. Cowan, James A. Gould, P. H. Habel, Julius Hengel, Cargill Elevator Co.; John D. McCaul, Charles B. Rogers, J. R. Stewart and R. C. Woodworth.

CHICAGO: George E. Booth, J. Page Conley, E. F. Thompson and William Tucker, all of Lamson Bros. & Co.; F. A. Miller and Kenneth B. Pierce of James E. Bennett & Co.; Clifford Culloden, O. S. Dowse of Stratton Grain Co.; John P. Heinz, Adam J. Riffel, E. J. Feehery of E. J. Feehery & Co.; Harry H. Field, Edward Hymers, H. S. Klein of Bartlett-Frazier Co.; J. Marks, Edwin S. Rosenbaum, Jr., and L. T. Sayre of Rosenbaum Grain Corp.; J. K. Summers of E. W. Bailey & Co.; George L. Stebbins, R. A. Schuster and M. L. Vehon.

INDIANAPOLIS: S. M. Allen, Jr., E. E. Allison of Steinhart Grain Co.; H. B. Barnard, John L. Culmann, Geo. G. Good of Jas. E. Bennett & Co.; W. L. Honeycutt, John W. Jordan, O. P. Larimore, F. M. McClelland, C. Wm. Maibucher, Carl D. Menzie of Indiana Brokerage Co.; Harold D. O'Brien of Early & Daniel Co.; Hughes Patten, Dale B. Phillips, Claude M. Record, Ed. K. Shepperd, W. D. Springer, E. H. Stedfeld, Glen Steinhart of Lowell Holt & Co.; C. S. Weirick, I. C. Woodard of Acme-Evans Co.; Albert O. DeLuse and Lew Hill of Lew Hill Grain Co.; Donald T. and Willard E. Hart of Hart Bros. Grain Co.; F. M. Montgomery and R. B. McConnell of Montgomery & McConnell, W. R. Evans and E. F. Winslow of Mid-West Grain Co.; also C. A. Russell, Federal Grain Supervision Dept., and L. E. Banta, Board of Trade Traffic Dept., Indianapolis, Ind.

The Ladies—God Bless 'Em.

No convention of the National Ass'n in recent years has attracted a larger number of ladies. In keeping with this modern era they are as keenly interested in the affairs of business as are their men, at least that is their story at convention time:

Those present included Mesdames Gustaf Ackerman, St. Louis; W. C. Babcock, Jr., Rensselaer, Ind.; O. L. Barr, Bicknell, Ind.; I. B. Barrett, Streator, Ill.; O. F. Bast, Minneapolis, Minn.; J. H. Caldwell, St. Louis, Mo.; Charles S. Clark, Chicago, Ill.; M. L. Conley, Frankfort, Ind.; J. Page Conley, Ravinia, Ill.; T. C. Crabb, Crawfordsville, Ind.; J. C. Crouch, Dallas, Tex.; Harry L. Daunoy, New Orleans, La.; W. E. Culbertson, Delavan, Ill.; W. W. Cummings, Toledo, O.; S. Dowse, Chicago, Ill.; R. R. DeArmond, St. Louis, Mo.; Bert Dow, Davenport, Ia.; O. M. Earl, Indianapolis, Ind.; W. J. Edwards, St. Louis, Mo.; Adam Egly, Geneva, Ind.; Ward Elleman, Lockbourne, O.; E. B. Evans, Decatur, Ill.; Wm. R. Evans, Indianapolis, Ind.; E. J. Feehery, Chicago, Ill.; J. J. Fitzgerald, Indianapolis, Ind.; J. W. Garrow, Houston, Tex.; C. F. Gery, Darlington, Ind.; O. H. Gibbs, Omaha, Neb.; H. W. Glessner, Decatur, Ill.; P. E. Goodrich, Winchester, Ind.; Harold L. Gray, Crawfordsville, Ind.; D. E. Hale, Glen Ellyn, Ill.; Wilma S. Hart, Saginaw, Mich.; H. J. Holder, Indianapolis, Ind.; Wm. H. Howard, Indianapolis, Ind.; A. V. Jay, Chicago, Ill.; Don B. Jenkins, Noblesville, Ind.; H. J. Kapp, Decatur, Ill.; H. S. Klein, Chicago, Ill.; A. C. Koch, Breese, Ill.; O. P. Larimore, Indianapolis, Ind.; Rena Leverich, New York City; F. M. McClelland, Indianapolis, Ind.; C. Wm. Maibucher, Indianapolis, Ind.; A. B. Martin, LaFontaine, Ind.; F. A. Miller, Chicago, Ill.; W. M. Myers, Lockbourne, O.; W. R. Owens, Montmorenci, Ind.; Walter M. Moore, Covington, Ind.; T. A. O'Sullivan, Kansas City, Mo.; Hughes Patten, Indianapolis, Ind.; L. H. Powell, Wichita, Kans.; O. D. Prater, Lima, O.; D. G. Phillips, Indianapolis, Ind.; Albert L. Riedel, Saginaw, Mich.; Geo. E. Rogers, Pittsburgh, Pa.; C. A. Ross, Rensselaer, Ind.; O. A. Rector, Pittsburgh, Pa.; J. Schmitz, Chicago, Ill.; L. F. Schultz, St. Louis, Mo.; C. F. Schutte, Buffalo, N. Y.; O. A. Severance, Kansas City, Mo.; Nancy Shine, New Albany, Ind.; Ed. K. Shepperd, Indianapolis, Ind.; Dora E. Stebbins, Chicago, Ill.; Glen Steinhart, Indianapolis, Ind.; H. A. Stotler, Streator, Ill.; E. F. Thompson, Chicago, Ill.; Paul Uhlmann, Kansas City, Mo.; E. F. Winslow, Indianapolis, Ind.; I. E. Woodard, Indianapolis, Ind.; also Misses Lois Dewey, Blanchester, O.; Anna Garrett, Princeton, Ind.; M. E. Holder, Indianapolis, Ind.; Maude Paul, Spiceland, Ind.; Edith Robertson, Brownstown, Ind., and Virginia Summers, Chicago, Ill.

Chief Grain Inspectors at French Lick

Members of the Chief Grain Inspectors National Ass'n in attendance at French Lick, Ind., went into "closed" session for their twenty-fifth annual convention, on Tuesday afternoon, Sept. 20. The meeting was called to order by President John H. Frazier, Philadelphia, Pa.

For several hours pertinent problems were discussed. Louis Sayre of Chicago addressed the gathering in concluding the program.

Last year's officers were re-elected. They are: John Frazier, Philadelphia, Pa., president; Frank B. Tompkins, Peoria, Ill., vice president; and Paul Larson, Sioux City, Ia., sec'y-treasurer.

Among those present, which included some weighmasters, were: Pres. Frazier, Philadelphia; Joe Schmitz, Chicago; Harry Clark, Omaha; Sam Holder and H. J. Holder, Indianapolis; Lee D. Irving, Louisville; and R. R. DeArmond, St. Louis.

Bridge Tournament Attracts Large Following

The sixteen well-chosen and costly prizes for the ladies' bridge tournament which were procured by the Indianapolis Board of Trade aroused animated eulogies and a large group of eager contestants. "O! how I should like to win those half dozen silver goblets!" exclaimed woman after woman, while her companion might answer: "O! I want the nest of tables or that double-faced wool blanket would just suit me."

So keen was the interest that a dozen or more gentlemen joined the bridge party and the prizes, originally intended for the horseshoe toss, were given these card experts. The pouring rain prevented the horseshoe contest.

These men who took an active part in making the ladies' entertainment a huge success, adding zest to the ladies' game, were Frank McClelland of Indianapolis, who carried away a fine toilet set with a score of 1,997. Due to inclement weather, Mr. H. R. Clark of Chicago thought it advisable to select a black umbrella for a second prize with a score of 1,851. Ed Hymers of Chicago was awarded third prize with a score of 1,749.

The prize awarded to the man having poorest cards went to Mr. C. Leverich of New York City, who won a carton of gold-tipped rubber cigarettes.

The lucky lady having the highest score was given first choice of the varied assortment of beautiful prizes. First prize, a black suede purse, was taken by Mrs. E. K. Shepperd with a score of 2,077. Second prize was awarded to Miss Mildred McGrath who selected the set of hammered silver goblets. Mrs. I. E. Woodward took third prize, a black leather purse. Mrs. Don Jenkins, with a score of 1,774, won fourth prize, a green and peach all-wool blanket. An Italian tray was awarded to Miss Edith Robertson. Mrs. Glenn Steinhart won a beautiful handbag. A silver pitcher was taken by Miss Virginia B. Summers. Mrs. O. F. Bast received a beautiful vase and Mrs. O. S. Dowse selected a sugar and creamer. Mrs. F. M. McClelland was triumphant with a set of four mahogany tables. Great prize-winners that McClelland family. Mrs. O. H. Gibbs was delighted with a handbag. A flower dish was awarded to Miss Mary Feider. Mrs. Paul Uhlmann received a handsome rhinestone dress clip.

Mrs. C. A. Ross received a box of face powder; Mrs. J. H. Caldwell selected a sterling silver serving spoon, and Miss Myrtle Holder took a box of fine stationery altho she said she detested writing letters, but a certain young man looked pleased that she had that inducement to correspondence.

Afternoon tea was served while Mr. E. E. Allison, the chairman, assisted by Albert De Luse and Mr. W. R. Evans, verified the scores and were a most gallant trio of judges.

Exhibit of Machinery and Ingredients an Attractive Feature of National Convention

A splendid exhibit of feed grinding and mixing machinery, and of feeds and feed ingredients, lured many interested delegates to the Exhibition Hall, just below the Convention Hall in the French Lick Springs Hotel at the annual convention. This is the second time in 36 conventions when such an exhibit was conducted and it aroused much interest.

For learning more about time and labor saving machinery, efficient in creating completed feed mixtures, and for discovering the latest developments in ingredients to improve the efficiency and economy of feeding, nothing can quite replace actual contact wherein the senses of touch and sight can give assurance of what may be expected. Attendants in the Exhibit Hall gave closest attention to each piece of machinery and each ingredient on display.

The exhibit included hammer mills, molasses mixers, feed formula mixers, seed cleaning machinery, truck dumps, corn shellers, moisture testers, magnetic separators, special hammer mill fittings, anti-friction bearings, motor mountings, scales, motors, head-drives, cod liver oil, sea meal, packing house feeds, dog feeds, oyster shell, corn concentrate feeds, and prepared complete rations.

Testimony to the success of the exhibit is in the number of exhibits sold to visitors at the convention, and the number of orders and prospects that exhibitors reported. Three large machines and one feed display moved direct from the exhibit hall to the plants of buyers.

The twenty-six exhibits were as follows:

Sidney Grain Machinery Co.

The Sidney Grain Machinery Co. had one of the most interesting displays on the floor, including a Sidney Combined Sheller and Boot, a half-ton Sidney Kwik-Mix feed mixer, a Master Geared Head Drive with motor, Hyatt Roller Bearings, SKF Ball Bearings, and a number of other supplies.

Attracting a great deal of attention were working models of the company's traveling electric truck lift and standard Sidney Seed Cleaner. Motors were hooked up on these models and they were kept in operation to demonstrate the principles on which they work.

In charge of the exhibit were Carl F. Berger, pres. of the company, and Earl H. Schlagetter, head of the production department.

Silmo Chemical Co.

Silmo Chemical Co. told the story of its concentrated cod liver oil branded "Co-Liv-Oil." This product has found a big response in the feed trade and among poultrymen for its economy and convenient powder form.

"Co-Liv-Oil" is fortified with a concentration of vitamin D, is prepared under a patented emulsification process, and is claimed to be oxidation resistant. The product is tested for anti-rachitic potency by feeding to baby chicks from one day to eight weeks of age in a pen, free from sunlight.

The display included sample copies of the *Silmo Cod News*, and samples of the oils, bag tags, guarantees and containers. Eugene S. Moore was in charge of the exhibit.

Armour & Co.

Armour & Co. displayed the metal signs and advertising it uses to help grain and feed elevators sell more animal and poultry feeds. The display included samples of the company's meat and bone scraps, meat meal digester tankage, steamed bone meal, poultry bone, and blood meal. In charge of this exhibit was J. W. Powley, manager of the company's animal by-products department.

Idalene Exterminating Co.

Idalene Exterminating Co. showed the latest drip method for applying Larvacide, Chlorpicrin Gas, into the stream of grain as it enters the bin, giving the grain a thoro fumigation. Also on display was a steel cylinder, showing how the fumigant is shipped. Literature was freely distributed by Russell Herchelroth and Siva Bender, the company's representatives.

Larvacide is about 283 times as toxic as carbon bisulphide to insects, and is used by the largest and many of the smaller firms in the grain and milling industries. It is equally effective, whether used for conquering local infestation in machinery, elevator legs, conveyors, bins, spouts, etc., or to fumigate the entire plant. Non-explosive, and non-inflammable, it has won the approval of the fire underwriters and has no effect on insurance coverage.

American Gypsum Co.

American Gypsum Co. displayed sacks and samples of its agricultural gypsum, in charge of Everett W. Hunter.

Mr. Hunter told of the agricultural uses for the product, and the profits to be made by grain and feed dealers thru its sale. Several products of the company are used effectively in fighting insect infestations, particularly in truck gardening.

Denver Alfalfa Milling & Products Co.

The Denver Alfalfa Milling & Products Co. displayed sacks of its alfalfa meal, leafalfa, and rabbit meal, all "vitaminized with sunshine." Triple XXX, the leader in fine ground alfalfa meal, made by a bolting process which reduces the whole meal to a uniform texture, was one of the samples.

One of the outstanding features of the alfalfa products prepared by this company is color and uniformity, important features from the standpoint of the feed manufacturer and formula mixer incorporating alfalfa meal in his feeds.

Protein in alfalfa meal runs from 13% to 20%, according to quality and grade. Fiber customarily runs from 15% to 35%.

R. E. Nye, of the company's St. Louis office was in charge of the exhibit.

Swift & Co.

Swift & Co. exhibited samples of its Pard beef rations for dogs and other pets, its dried buttermilk, special bone meal, digester tankage, fine ground meat scraps, and 65% protein dehydrated beef meal.

The company pushed its line of dog and pet feeds. Feeding tests with various breeds of dogs have established the need for concentrated foods, where beef classifies as a leader. This clean, wholesome dog food is packed in 1-lb. tins, that carry the U. S. Government inspection legend. All its ingredients are fit for human consumption.

Literature describing proper dog feeding methods was distributed by A. C. Spierling, who represented the company.

Mutual Fire Prevention Bureau

The Mutual Fire Prevention Bureau display included samples of tramp iron taken from hammer mills in operation, as separated by electro magnets, of burned out bearings that have caused fires, of stones and foreign matter that cause sparks, of bad electric cords and plugged fuses.

Warning signs as issued by the Bureau to help prevent fire by keeping the hazards in the minds of the workmen were on display.

R. D. MacDaniel had charge of the booth and distributed fire prevention booklets and circulars.

The Sun-O-Dine Co.

The Sun-O-Dine Co. displayed samples of its Sun-O-Dine Sea Meal, a concentrate based on salt water fish, dried kelp, and ground rice, which makes a completed feed when balanced with local grown grains in proportions of one to ten.

It supplies all the mineral salts required by the domestic animal or bird body, and many of the vitamins. Thus it saves necessity for buying large quantities of various ingredients and keeping them in stock to balance feeds. Included in its mineral content is calcium, phosphorus, iodine, iron, copper, manganese and others. This product is the basis for "iodized eggs" now offered on some premium markets.

In charge of the exhibit was Louis J. Ewert, the company's nutritional expert, who produces healthy stock thru proper feeding of balanced rations, and maintenance of sanitary conditions. He distributed sheets bearing some of the company's feed formulas.

Allied Mills, Inc.

Allied Mills, Inc. filled its attractive booth with display signs and literature demonstrating how it helps its dealers sell feeds at a profit. Included in the exhibit were literature stands, and the Wayne egg carrying case.

In addition the company had a room in the hotel filled with samples of its complete line of products, including Wayne feeds, K & A seeds, Super Soy soybean meal, Wayne pancake flour, a new product incorporating a portion of soya flour, dried butter milk and dried skim milk, Wayne chick boxes, Wayne automatic feed hoppers, twine, and other products for grain and feed dealers.

In charge of the exhibit were A. G. (Chick) Phillips, sales promotion manager; F. Turner, general sales manager; F. G. Riley, district sales manager, Lafayette office; Geo. F. Kabler, district sales manager, Fort Wayne office; John L. Richardson, district advertising manager; and Victor G. Aubrey, general manager for the American Milk Products Co.

National Safety Council

The National Safety Council had five easels of literature and bulletins in flaming colors, demonstrating effective measures this organization takes to prevent the heavy toll annually taken in human life thru preventable accidents.

In grain elevators, both country and terminal, and in industrial plants, these regular bulletins do much to cut down the loss of life and the injuries which take workmen out of production. Safe Practice pamphlets covering hazards peculiar to the grain and feed industries were a part of the display.

Arcady Farms Milling Co.

Arcady Farms Milling Co. was represented by Frank L. Eckert, of Madison, Ind. In his booth were samples of the advertising done by his company, sacks showing the branding on Wonder Feeds, including the R-K-D Stock Feed, Old Colony 20% Dairy Feed, 24% Arco Dairy Ration, 22% Milkers Ration and the various "Wonder" brands of starting, growing and laying mashers for poultry.

A part of the exhibit were two great easels displaying photographs of the poultry flocks of Arcady Wonder Feed customers.

Included in the company's line are high protein concentrate mixtures to balance home-grown grains and roughages.

Some of the Exhibitors at National Convention



1. John Richardson, Fort Wayne, Ind. 2. D. H. McMahon, Decatur, Ill. 3. P. A. Carlson, Chicago. 4. R. D. MacDaniel, Indianapolis. 5. Eugene S. Moore, Vineland, N. J. 6. Frank L. Eckert, Madison, Ind. 7. Earl H. Schlagetter, Sidney, O. 8. Louis J. Ewert, Chicago. 9. C. C. Hurst, Chicago. 10. R. C. Staub, Cincinnati, O. 11. J. P. Henders on, Brooklyn, N. Y. 12. Carl F. Berger, Sidney, O.

Sutton, Steele & Steele, Inc.

Sutton, Steele & Steele, Inc., demonstrated one of its Model HV specific gravity separators, operating with a 5 h.p. Fairbanks Morse motor at 1750 rpm. The tests were run with clover seed, on which the machine made 7 distinct separations.

Walter N. Steele operated the machines and enjoyed a constant, interested audience. The central west, raising great quantities of clover and alfalfa seed finds this machine a great saving in cleaning costs.

The machine removes weed seeds, trash and various foreign matter from costly seeds. Since state laws prohibit the sale of many seeds, when even slightly infested with noxious weed seeds, the removal of such weed seeds becomes the difference, for many seedsmen, between doing business profitably and not doing business at all.

Every visitor manifested earnest interest in the machine that was kept in operation at the convention.

Penick & Ford, Inc.

Penick & Ford, Ltd., made a simple display featuring its 40% Douglas Corn Gluten Meal, and Douglas Corn Gluten Feed, running 23% in protein. In charge of the display was Guy E. Hillyer, manager of the company's feed department.

The exhibit included a photo of the company's Cedar Rapids plant, and a photo of Lady Pride Pontiac Lieuwkje, prize milk cow owned by the Femco Farms at Breckinridge, Minn. This animal was fed from 3 to 5 lbs. of gluten meal daily in her latest test. The test was completed on July 7, marking up a record of 1,483 lbs. of butter, and 35,626 lbs. of milk.

The Lima Armature Works

The Lima Armature Works displayed its magnetic separator for elevator spouts and hammer and attrition mill throats. This powerful magnet was in operation to display its pulling power on a number of forms of tramp iron commonly found to be dumped with grain.

O. D. Prater was in charge of the exhibit, dropping hammers, tacks, even 2-inch steel balls across the face of the magnetic field. The magnet never failed and visitors found considerable difficulty in pulling such pieces of metal from the magnetic surface.

Special steel hammers manufactured by the company for various classes of hammer mills, were also on display.



One of the seed cleaning machine exhibits at the National Convention. The Specific Gravity Separator of Sutton, Steel & Steele, Inc.

Battle Creek Dog Food Co.

Battle Creek Dog Food Co. made an extensive exhibit of its A-1 Dog Foods. This included Kibbles, A-1 Ration, Biscuit, Quick Lunch, Vitam, Puppy Meal, Fish Food, and Bird Food, all bearing the famous "Miller's" brand. Miller's Dog Foods have come to be known everywhere as the "Battle Creek Health Food for Dogs." They are made of the choicest cereals, government inspected meats, powdered milk, dicalcium phosphate and other dependable ingredients that supply nourishment, minerals and vitamins to keep dogs healthy. A special dog soap, to rid the animal of fleas, was part of the display.

Color was a keynote of this exhibit. The bright hues and clever packaging of P. F. Ricketts, pres. of the company, have much to do with the early purchases of this line of foods by retail customers who own dogs. The line moves readily from the shelves of grain and feed dealers.

In charge of the display was Pres. Ricketts.

Northwestern Yeast Co.

Northwestern Yeast Co., was represented by Judge D. E. Hale and Mrs. Hale, who brought along their prize winning, yeast fed, Great Dane, Major Yeast Foam v. 1. Rehbach (A.K.C. 584,722). Major, sleek and well curried, was everywhere in the exhibit hall, poking an inquisitive black muzzle here and there and making friends at every booth.

Judge Hale, who heads the Northwestern Yeast Co.'s animal-poultry feed division, and owns the Halecroft kennels, exhibited samples of the company's yeast products for animal and poultry feeding, and explained the fermented and unfermented methods of feeding. The success of the product was sufficiently attested by the living testimonial in Major Yeast Foam.

Richmond Manufacturing Co.

Richmond Manufacturing Co. displayed its Niagara Super Giant Electro-Magnetic separator for elevator spouts. Its operation was explained by H. D. McCullough, demonstrator for the company in charge of the exhibit. It is approved by the Mutual Fire Prevention Bureau.

This is part of the Niagara line which includes grain separators, upright grain scourers, and a wide range of cleaning and processing equipment for grain elevators.

The Field & Shorb Co.

The Field & Shorb Co., purveyors of industrial equipment, and transmission machinery, displayed several sizes of SKF ball and roller bearings, a Master Electric Co. head drive, and the Rockwood Unipull Drive for short-center flat belts.

This modern equipment has opened the way for grain and feed dealers to reduce their plant operating costs, thru reduction of power requirements, at the same time reducing the fire hazards and the insurance premiums they must pay when using antiquated machinery.

The quality anti-friction bearings manufactured by the SKF Industries, have alone played a large part in this saving for grain elevators. This company was among the first to make its products available to grain and feed elevators, and many of the processing machinery builders use their bearings because of dependability and freedom from care and worry.

The Unipull motor mountings made by the Rockwood Manufacturing Co. attracted considerable attention for their ability to maintain tension on short-center flat belts. These are floating mountings, utilizing the weight of the motor to keep the belt tight.

In charge of the exhibit was D. H. McMahon for the Field & Shorb Co., P. A. Carlson, for the SKF Industries, and W. A. Fox for the Rockwood Mfg. Co.



Judge D. E. Hale's Great Dane, Major Yeast Foam, getting acquainted at the Battle Creek Dog Food Co. exhibit at National Convention

Fairbanks Morse & Co.

Fairbanks Morse & Co. exhibited a bright yellow scale testing truck and its test-weight carrying trailer with 3,000 lbs. of calibrated weights, in the most prominent position in its booth. The trailer was so well balanced that it teetered gently on its two wheels.

A personal weighing dial scale attracted those interested in learning their gains and losses in weight, and honest height with their shoes on.

A lever from the famous type S motor truck scale, the important wearing parts of such a scale, and a 7½ h.p. enclosed motor, completed the display.

Literature was freely distributed by Phil Clark, Chicago; R. M. Luckey and Ray F. Brown, Cincinnati, and J. A. Baker, Evansville, representatives of the company.

C. J. Tagliabue Manufacturing Co.

C. J. Tagliabue Manufacturing Co. set up a Tag-Heppenstall motor driven moisture meter in its display booth.

This remarkable device is the latest thing out for quickly determining the moisture content of grain, helping the buyer to learn just what he is buying. Tests on grain can be run continuously, since the roll-electrodes do not require cleaning after each sample. Moisture content of from 50 to 100 grams of the grain sample is determined in less than 45 seconds.

Operating the machine were representatives of the company, J. P. Henderson of the Brooklyn office, C. C. Hurst, Chicago, and R. C. Staub, Cincinnati. They explained the method by which this improved electrical meter finds the percentage of moisture in grain.

The Anglo American Mill Co.

The Anglo American Mill Co. made an extensive display of its No. 3 Miracle Ace Super Hammer Mill, The No. 20 Miracle Molasses Process, with pump and control stand, the speedy and easy operating Ace Bag Holder on a double spout, and the new Ace Hay Cutter, designed to cut hay efficiently without vibration and without dust, at the same time maintaining low power and operating costs.

Samples of the work done on these machines was displayed in pans, along with samples of the company's completed formulas. These included ground products such as roughage, ear corn, alfalfa and oats, a 16% growing mash, a 22% dairy feed, corn meal prepared on the vita cereal mill, examples of molasses impregnated feeds.

Parts of the machines were shown, these including a rotor pin and the T-head hammer used in the hammer mill, and the agitator blades used in the molasses mixer.

In charge of the exhibit were Cecil Dodd, pres. of the company, C. O. Sandefur, chief engineer, and Paul Ferguson, divisional sales manager.

Reliance Construction Co.

Reliance Construction Co. displayed blue-prints of modern elevators and feed grinding plants it has recently built at Wyatt, South Whitley and Carmel, Ind.

These included the properties of the Wyatt Grain Co., and of the Foster-Kendall Co. The extensive planning done on the plants was demonstrated by the detail in the blue-prints. In charge of the exhibit was C. E. Flora, manager of the company.

Oyster Shell Products Corp.

Oyster Shell Products Corp. displayed Pilot brand oyster shell, a pure, crushed triple screened oyster shell, in various sizes, for poultry feeding.

Oyster shell has more than earned a place in poultry feeding. It has become a necessity, supplying calcium, in an easily assimilated form, used by the hen in covering her eggs

with a sound, strong shell. Pilot brand has become the leader in crushed shell for feeding poultry.

In charge of the exhibit was Gustaf Ackerman, of St. Louis, who has been prominent in developing this field, and Cameron Leverich, of the New York office.

H. D. Schutte

H. D. Schutte displayed the mechanical parts he makes for hammer mills. These included the positive adjustable hammer, the vacuum type fan, and sections of screen. Photographs of the hammer mills his company makes and collectors designed for maximum efficiency were included in the exhibit.

Advantages of the Schutte adjustable hammers lies in the 10 edges made available for grinding, and kept in balance because they cannot become clogged with mill material or forced out of position. The adjustable working positions of the hammer heads is positive because the hammer heads are locked in position.

In charge of the exhibit was H. D. Schutte, who gave complete information about the machines he makes.

Books for Grain and Feed Dealers

Grain & Feed Journals, Consolidated, displayed a full line of its many feeds and feeding text books, covering poultry, dairy cattle, fat cattle, hogs, horses, mules and other livestock, including books on starting, growing, fattening and production feeding formulas.

Included in the exhibit was a full line of the accounting books and time and labor saving devices for grain and feed records which have always characterized this organization's merchandise department. They leave nothing to memory in recording the daily transactions of business. The line included grain receiving ledgers, car record books, contract forms, coal sales forms, confirmation forms, grain tables and cipher codes.

Supply Trade Representatives at the National Convention

Many supply trade representatives appeared at the annual convention of the Grain & Feed Dealers National Ass'n, representing several branches of the allied industries. These included:

SEEDS: P. Turner, Allied Mills, Chicago; Harold L. Gray and T. C. Crabbs, Crabbs-Reynolds-Taylor Co., Crawfordsville; D. B. Kevil, Sikeston, Mo.

INSURANCE: V. R. Johnson and A. R. Schroeder, Millers National Mutual Fire Insurance Co., Chicago; Jas. Schoonover, Millers Mutual Fire Insurance Ass'n, Alton, Ill.; O. M. Earl, Mary M. Feider, J. J. Fitzgerald and R. D. MacDaniel, Grain Dealers Mutual Fire Insurance Co., Indianapolis.

FUMIGANTS AND INSECTICIDES: Russell Herchelroth and Siva Bender, Idealene Exterminating Co., Toledo, O.; Everett W. Hunter, Port Clinton, O.; C. W. Dempsey, Chicago.

FEEDS AND FEED INGREDIENTS: L. J. Ewert, Chicago; J. W. Powley, Chicago; A. C. Spierling, Chicago; Eugene S. Moore, Vineland, N. J.; R. E. Nye and A. B. Caple, Denver Alfalfa Milling & Products Co., St. Louis and Toledo; Cameron Leverich and Gustaf Ackerman, New York and St. Louis; Judge D. E. Hale, Northwestern Yeast Co., Chicago; A. G. (Chick) Phillips, P. G. Riley, Geo. F. Kabler, and John L. Richardson, Allied Mills offices; Victor G. Aubrey, American Milk Products Co., Chicago; Frank L. Eckert, Chicago; Guy E. Hillyer, Cedar Rapids; P. F. Ricketts, Battle Creek, Mich.; Harold A. Abbott, Chicago; Harry Benner, Fort, Pa.; H. H. Edwards, Bloomington, Ind.; O. P. Gossett, Danville, Ill.; A. V. Jay, Chicago; William Steeve, Crown Point, Ind.; and J. A. Trinley, Linfield, Pa.

MACHINERY: Walter N. Steele, Sutton, Steele & Steele, Inc., Dallas, Tex.; H. D. Schutte, Buffalo, N. Y.; O. D. Prater, Lima, O.; Cecil Dodd, C. O. Sandefur and Paul Ferguson, Owensboro, Ky.; Phil Clark, R. M. Luckey, Ray Brown and J. A. Baker, Chicago, Fairbanks-Morse & Co.; J. P. Henderson, C. C. Hurst and R. C. Staub, Brooklyn; H. D. McCullough, Lockport, N. Y.; D. H. McMahon, Decatur, Ill.; P. A. Carlson, SKF Industries, Chicago; W. A. Fox, Indianapolis; Carl F. Berger and Earl H. Schlagetter, the Sidney Grain Machinery Co., Sidney, O.; L. N. Bargey, Chicago; G. H. Anda, West Chicago, Ill.; J. W. Leathers, Jr., Chicago.

Mrs. Hyde's Wax Works

A feature show attracting attention to the exhibits in the Exhibition Hall was the presentation of Mrs. Hyde's Wax Works Monday afternoon, following the close of the Mystery Field Day events.

This travesty on the Farm Board called to mind the individuals who have been to a large extent responsible for the discouraging markets that followed entrance of the government into the grain and cotton business.

The show was put on by the exhibitors, who themselves took part by acting as posers in the group that was presented. Each numbered figure was masked and presented some tell-tale sign to indicate who he represented.

Walter Steele characterized the Rev. C. E. Huff in preacher's smock, nose glasses, and pious mein. Frank L. Eckert, hiding behind a sign, indicated Sec'y Hyde of the Department of Agriculture, with his cries about the Russian bear. John Richardson gave a good imitation of the silent Alexander Legge.

Earl Schlagetter's fair complexion and handful of wheat recalled Samuel R. McKelvie, who came into prominence as the wheat member of the Board, then drifted back to Nebraska and out of the picture. Ray Brown, with swelled chest must have recalled John Manley, down in Oklahoma, builder of a vast line of pool elevators. J. A. Baker wrapped a dark cloak about him and pulled a cap down over his eyes to represent J. J. Knight.

R. M. Luckey's Chinese mask recalled Geo. S. Milnor, general manager of the Farmers National Grain Corp., and its glaring deals exchanging American wheat for Chinese promises. L. J. Ewert, with his empty milk pail was a ringer to characterize the empty hopes of the livestock interests represented on the Board by C. B. Denman. O. D. Prater, bearing a huge sign reading \$75,000 recalled the publicity that centered around E. F. Creekmore, head of the cotton cooperative, a short time ago, whose enormous salary came in for considerable criticism when cotton was quoted at 5 to 6 cents a pound.

It was just a lot of fun. Those in the audience walked around the posers time after time seeking to learn who was hiding behind the masks, and trying to study out who each represented. But to no avail, until the appointed time. Then each arose in turn and made clear, of his own accord, the character he represented.

More of the Exhibitors at National Convention



1. O. D. Prater, Lima, O. 2-3. Paul Ferguson and Cecil Dodd, Owensboro, Ky. 4. Ray F. Brown, Cincinnati, O. 5. J. A. Baker, Evansville, Ind. 6. R. M. Luckey, Cincinnati, O. 7. Phil Clark, Chicago. 8. Walter N. Steele, Dallas, Tex. 9. H. D. McCullough, Lockport, N. Y. 10. P. F. Ricketts, Battle Creek, Mich. 11. Judge D. E. Hale, Chicago.

Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are solicited.

ARKANSAS

Eureka Springs, Ark.—George Bradley has established a new business here, which he calls the Eureka Milling Co. He has installed a corn mill and his principal products will be meal and chops.

Mammoth Spring, Ark.—The Mammoth Spring Flour Mill, which has been idle for several years, has been leased by Charles Harris, of South Carolina, who expects to put it in operation as soon as the machinery is overhauled. The capacity of the mill is 500 barrels per day.

CALIFORNIA

San Francisco, Cal.—The Korinek Laboratories manufacturing operations have been moved to 200 Paul Av., this city, from Portland, Ore.

Modesto, Cal.—Rosenberg Bros. & Co.'s grain, feed and bean business in this city is now being operated by the Northern California Warehouse Co., a subsidiary of the former company, with H. C. Hachez as manager.

Stronghold (Merrill, Ore., p.o.), Cal.—D. W. Ferguson & Co., Inc., are adding a 100,000-sack addition to their warehouse here, giving the company a total capacity of 250,000 sacks. Completion is expected early in October.

Hatfield (Merrill, Ore., p.o.), Cal.—A warehouse having a capacity of 50,000 sacks is being erected here by D. W. Ferguson & Co., Inc. The building is being rushed to completion and is expected to be ready to receive grain early in October.

CANADA

Winnipeg, Man.—According to the annual statement of J. R. Murray, general manager of the Alberta Pacific Grain Co., Ltd., that operates 375 country elevators, the company shows an operating profit of \$567,940 for the year ending June 30 last. After deducting bond interest, exchange, and allowing for depreciation and other items, a balance of \$47,887 was carried to the surplus account.

Dimsdale, Alta.—The Alberta Wheat Pool's elevator burned during the night of Sept. 8; loss, \$15,000; covered by insurance; about 2,000 bus. of grain was in the elevator at the time of the fire. The fire was caused by lightning.

Winnipeg, Man.—Sidney T. Smith was recently elected pres. of the Winnipeg Grain Exchange by acclamation; Harry E. Sellers was re-elected vice-pres., and R. W. Milner was named the third member of the executive com'lite. Arthur E. Darby and J. T. Irving were continued as sec'y and assistant sec'y respectively. Mr. Smith served as pres. of the exchange once before, in 1914.

Churchill, Man.—Early in September it was reported that six boats had been chartered to carry grain from the new elevator here, the boats being expected to move by the third week of the month, and that as many more boats were available as would be necessary to move the grain offered. A few days later another report stated that the fifth ship to call here this season, the S. S. Gehlhead, of London, arrived Sept. 7 and at once began loading 264,000 bus. of wheat, with which she was to sail on Sept. 9 for Cardiff, Wales. The vessel encountered heavy gales and fog in the north Atlantic and in Hudson Straits, and was also troubled by ice in the straits.

COLORADO

Vona, Colo.—Hal Borders, of Stratton, has been appointed manager of the Snell Grain Co.'s elevator, succeeding Ben Wilson, who is now mayor of Vona.

Longmont, Colo.—George T. Russell, former manager of the Longmont Farmers Milling & Elevator Co.'s elevator, is now engaged in office work for the Republican National Com'lite in Chicago.

Limon, Colo.—M. H. Logan has leased the property of the Limon Milling Co. and has opened up for business, buying wheat and beans. He expects to handle a line of feeds as soon as he gets his mill installed.

Vilas, Colo.—The Collingwood Grain Co.'s elevator burned early in the morning of Sept. 8. The house had a capacity of 35,200 bus. and was nearly full of wheat at the time of the fire, which had gained considerable headway before it was discovered; loss, \$20,000.

Longmont, Colo.—The judge of the district court on Sept. 10 approved the sale of the Longmont Farmers Mill & Elevator Co.'s property here to Paul R. Burger for \$7,500, and the Sterling property to W. C. Harris Co. for \$5,250, by Receiver Harry Zimmerhackel.

ILLINOIS

Oblong, Ill.—W. A. Newbold is installing a Sidney Seed Cleaner.

Belleville, Ill.—The Belleville Co-op. Grain Co. recently installed a new Duplex Grinding Mill at its elevator.

Oakley, Ill.—At the elevator of the Oakley Grain Co. a Sidney Ballbearing Manlift was recently installed.

Cherry Point (Chrisman p.o.), Ill.—The elevator at this station owned by the General Grain Corp. and managed by Elmer Ellsberry is being remodeled.

Frankfort, Ill.—The Frankfort Grain Co. recently installed a 2-ton Economix DuPage Vertical Mixer and also a Blue Streak Hammer Mill and Corn Cracker.

Rochelle, Ill.—Rosenbaum Grain Corp., of Chicago, opened an office here Sept. 12 with J. Guy Park as manager. A cash and futures business will be transacted.

Peoria, Ill.—John Ball, vice-pres., Farmers National Grain Corp., has been admitted to membership on the Peoria Board of Trade on transfer from J. M. Chilton.

Colfax, Ill.—The storage elevator of the Farmers Co-op. Grain Co. burned at 10:45 p. m., Sept. 15; the elevator, which was vacant, was a complete loss; covered by insurance.

Eldena, Ill.—We wish to announce that we are again in business with a new complete plant, which has just been finished, following the fire of June 24.—Eldena Co-op. Co., Jacob Tull, mgr.

Champaign, Ill.—Grain men of this territory assembled for their monthly meeting at the Hotel Inman, this city, on Sept. 13, dining at 6:30 p. m. and discussing business matters afterward.

Decatur, Ill.—A new grain brokerage wire office was opened here early this month by E. J. Feehery & Co., of Chicago, with F. J. Holub, formerly manager of a grain business at Hammond, as manager.

Metamora, Ill.—Metamora Roller Mills, Joe Clark & Son, proprietors, are now Metamora Roller Mills, Inc.

Wilmington, Ill.—The Wilmington Feed Co. has improved its equipment by the installation of a 2-ton Economix DuPage Vertical Mixer.

Danvers, Ill.—The circuit court has dismissed the suit of Jesse Simpson against the Danvers Farmers Elevator Co., finding that the directors of the company have acted in good faith in their conduct of the business.

Appel Siding (Herscher p. o.), Ill.—The Appel Siding Elevator Co. has filed a voluntary petition in bankruptcy, it is reported, with liabilities listed at \$41,705 and assets at \$162,021, most of which, it is said, are unsecured claims.

Odell, Ill.—At about 6 a. m., Aug. 24, the Quaker Oats Co.'s elevator was discovered to be on fire, which had started in the bottom of an elevator shaft. The fire was extinguished in a few minutes with chemicals, only slight damage being done.

East St. Louis, Ill.—The Hezel Milling Co., which operates a 500-barrel plant, including a 40,000-bu. elevator here, has had foreclosure proceedings started against it by the Southern Illinois Trust Co., which holds a bond issue of the milling company.

Peoria, Ill.—The Wholewheat Products Co. has opened its plant here under the management of William Schelm. The Premier Malt Products Co., which has a malt elevator of 300,000-bus. capacity, has re-opened its plant at Peoria Heights, a suburb of Peoria, with 200 employees.

Carlinville, Ill.—Henry I. Masters, who once conducted a grain business at the elevator on the old L. C. & W. for a number of years, died at his home in Avon Park, Fla., Sept. 19, at the age of 80 years. Burial was in Carlinville. Mr. Masters is survived by his widow, three sons and one daughter.

Mendota, Ill.—At the Federal Grain Elevators, Inc., elevator office a thief entered during the night of Aug. 27, by breaking the glass in the door. The safe was unlocked and books and papers from it were found scattered all over the office, the thief evidently being in search of money. Nothing was taken.

Melwood (Metcalf p.o.), Ill.—The General Grain Corp., owner and operator of a number of elevators in this section, has taken down the old elevator at this point and is erecting a new 60,000-bu. house to replace it. Another elevator at this station leased by the corp. will be used for the storage of wheat and oats only and the new house for corn only.

Wyanet, Ill.—The Farmers Grain & Stock Co.-op. Co. and eight individuals have been named defendants in a suit for \$16,000 brot by the Citizens First National Bank of Princeton. The eight men were signers to a promissory note for \$15,000, which is now in default and which the bank is now seeking to collect thru the suit. The loan was made by the bank to the farmers company in 1929.

Waverly, Ill.—Having completed the overhauling of its equipment, the Waverly Mill & Elevator Co. started milling flour, late in August, for the first time since the mill closed about four years ago. Ira E. Lively, former manager of the Farmers Elevator Co.'s elevator at Sparta, Ill. (now out of business), is head miller for the Waverly Mill & Elevator Co., which position he held several years ago before the mill closed down.

For Quick and Satisfactory Personal Service Consign All

JAMES B. DYAN
GRAINS AND SEEDS TO RYAN - CHICAGO - 35 YEARS' EXPERIENCE
JAMES B. DYAN
CLEARING THROUGH CARHART-CODE-HARWOOD CO., CHICAGO

Gilman, Ill.—The regular meeting of the grain trade of the Gilman territory was held at the Green Lantern, Gilman, Sept. 8, dinner, which was served at 6:30 p. m., being followed by the business meeting.

Serena, Ill.—Edward Dolder, who was formerly for 10 years manager of the Co-op. Grain & Supply Co.'s elevator here, died on Sept. 3, at Wedron, Ill., at the age of 47 years. He had been in ill health since May, 1931, and for many months was in a sanitarium at Ottawa, Ill., going from there to Colorado, returning to Wedron only three days before his death. His widow survives him.

Dalton City, Ill.—Joseph W. Longwill, who operated a grain elevator here some time ago, died at the home of his son, Troy, in Decatur, Sept. 9, at the age of 86 years. He retired from active work in 1925, after the death of his wife, since which time he has spent most of his time with his son, Will, in Detroit. He is survived by three sons and one daughter, two sons and his wife having predeceased him in death.

Jacksonville, Ill.—Charles Rockmond Lewis, one of the most extensive grain and feed dealers in central Illinois, died on Sept. 13 at a local hospital after undergoing two operations in this section of the state, operating as C. R. Lewis & Co., and was well known and highly respected. For 30 years he was associated with Beggs, Lewis & Hubs, owners of grain elevators, until the death of Edwin Beggs, after which he moved to Springfield, where he was associated with J. L. Lynd in the elevator and mill business, later moving back to this city. Mr. Lewis is survived by his wife, one son and one daughter.

Rochelle, Ill.—Henry Clay Shaw became manager of this office for E. J. Feehery & Co. on Sept. 1, succeeding J. Guy Park, resigned. Mr. Shaw began his career in the grain trade with Rosenbaum Bros. in 1907, where he was connected for seven years, traveling Illinois and Iowa for them. The following year he became associated with Cargill Grain Co. From 1917 until 1922 Mr. Shaw worked in the interests of Taylor & Bournique Co., operating their Buffalo office, handling spot sales and purchases for the eastern territory, and doing a general grain business. For the next few years he was a partner with C. B. Seay and E. W. Mitchell. About 1924 he became a partner in Pierce Grain Corp. in Buffalo and sold out his interest therein two years later to become associated with the Globe Elvtr. Co. until it discontinued business two years later. Since 1928 Mr. Shaw has been in the grain and feed business for himself. He is particularly pleased to return to Illinois, where he has large land holdings, and where his son resides. His broad experience should be invaluable to the friends and customers of E. J. Feehery & Co.

CHICAGO NOTES

Charles F. McCarthy, broker, associated with Faroll Bros., of this city, passed away Sept. 7, at the age of 39 years.

Board of Trade memberships are selling at \$9,500, which is an increase over the low point reached several months ago, of \$4,500.

The Board of Trade Legion Post Band was awarded the \$1,000 prize in the national contest at the recent Portland, Ore., convention of the American Legion.

Recent new members of the Board of Trade are: Banks N. Miller; Grant M. Miles, sec'y of P. B. & C. C. Miles, of Peoria, and John G. Pennypacker, of New York. Applications of Roy S. Stein and A. J. Berens for clearing privileges were approved.

Mrs. Virginia Conser Shaffer, wife of John C. Shaffer of the J. C. Shaffer Grain Co., died on Sept. 21 at their home in Evanston after a brief illness. Mrs. Shaffer was prominent in club work and literary circles. Besides her husband she is survived by one son.

The Board of Trade has appointed a New York subcom'te, consisting of Joseph Farol, A. G. Delaney and P. J. Maloney, to take depositions of eastern applicants for membership in New York City, thus saving them time in complying with the rules of the Chicago Board of Trade.

Vitality Mills, Inc., has added three new men to its sales organization: James M. Kelly, former manager of the animal feed department of the Dry Milk Co., district sales manager, headquarters, New York City; J. F. Delaney, manager poultry fattening feed department, and B. F. Rawnsley, Ohio representative.

The Board of Trade Post, American Legion, recently elected Walter A. Mooney commander, Harry C. Freund and Iver G. Johnson vice-commanders, William M. Schwartz, finance officer, and August C. Hennig, service officer. Board of directors: Theodore Stass, Samuel Deitch, Alden G. Marshall and Edward P. Roberts.

Dennis J. Kennedy, connected with the grain trade of this city since 1885, died at his home on Sept. 17, following a stroke of apoplexy, after an illness of several months. Mr. Kennedy, who was 60 years of age, had operated as an independent grain broker since 1925, previous to which he was associated with Bartlett, Frazier & Co. for 22 years. He became a member of the Board of Trade in 1897. His widow and three sons survive him.

Fred J. Case, formerly in charge of the grain department for Ettinger & Brand, recently became associated with Scott, Burroughs & Christie as customer's man in the office for grain and stock traders. Mr. Case has been connected with the grain business in this city for 25 years, having been with J. B. Russell & Co., with James E. Bennett & Co. for five years, with E. Lowitz & Co. seven years and with J. S. Bache & Co. three years.

INDIANA

Fulton, Ind.—The Mayer Grain Co. has installed a new clover cleaner at its elevator.

Odon, Ind.—The Odon Milling Co. is installing a new rigid iron conduit electric lighting system in its mill.—H.

Indianapolis, Ind.—The office of Frank M. Johnson, bean broker, has been moved to 602 W. McCarty St.

Tipton, Ind.—In anticipation of manufacturing rolled oats, the Tipton Milling Co. recently installed an oat huller.

Bourbon, Ind.—The Bourbon Grain & Feed Co., H. B. Fry, owner, recently installed a large Sidney Standard Seed Cleaner.

Advance, Ind.—The Advance Grain Co. is adding a new Sidney Combined Corn Sheller and Cleaner to its elevator equipment.

Clay City, Ind.—Thieves recently broke into the office of Geabes Bros. Flour Mill. The office safe was rifled and all valuables taken.—H.

Hazleton, Ind.—Chas. E. Hayes, formerly of Oakland City Milling Co., Inc., has leased the Doc Arthur Mill and is remodeling it ready for opening.—H.

Brook, Ind.—The Standard Elvtr. Co. is installing a new McMillin Wagon and Truck Dump in its elevator at headquarters in Brook, Ind.—Standard Elvtr. Co., W. R. Nading.

Evansville, Ind.—A warning to Vanderburgh County and southern Indiana wheat growers to watch out for Hessian fly has been issued by John F. Hull, county agricultural agent here.—W. B. C.

Oakland City, Ind.—Estel Hunt has bot the stock of Chas. Hayes in the Oakland City Milling Co., Inc., and is operating the mill with his brother, Marion Hunt. R. G. Clark, of Warren, Ind., is the new miller.—H.

Indianapolis, Ind.—The latest to take out membership in the Indiana Grain Dealers Ass'n are the Richmond Grain Co., Richmond (additional station to Hagerstown Grain Co.), J. C. Phillips, Star City, and McCardle & Wallace, Terhune.

Hazleton, Ind.—Dr. H. M. Arthur, proprietor of the Hazleton Flour Mills, has leased the plant to Charles Hays & Sons, of Oakland City, who are now in charge. The building is being remodeled and overhauled and after completion all kinds of mixed feeds and flour will be manufactured.

Evansville, Ind.—John K. Jennings, head of the Diamond Feed Mills here, has been appointed a member of the county tax adjustment board of Vanderburgh County by the circuit judge under a law recently enacted by the session of the Indiana state legislature. Otto C. G. Roller, of the Boonville Milling Co., Boonville, Ind., has been named member of a similar board in Warrick County.—W. B. C.

Evansville, Ind.—Vanderburgh County and southern Indiana soybean growers may come out this year with at least cost price for their crops, according to John F. Hull, county agricultural agent of Vanderburgh county. Word that firms are contracting for soybeans for industrial purposes at 45 cents a bu., compared to the 25 cents last year, is a distinct note of cheer for the many farmers who were planning to plow under their crops this year.—W. B. C.

Sweetser, Ind.—The A. B. Martin Grain Co.'s elevator burned at 12:30 a. m., Sept. 8; loss, \$40,000; partly covered by insurance; 15,000 bus. of wheat and oats burned also. The company's detached office building, containing the records, was saved. Mr. Martin also has an elevator at Lafontaine which his son manages.

Redkey, Ind.—The Redkey Grain Co., operated here for Goodrich Bros., of Winchester, in the McVey elevators, has been closed, and Wert Warren, who has been managing the business, has opened a new coal and feed yard in the building formerly used as the Pennsylvania freight house, which he has remodeled and equipped to handle feed, seed, coal and flour. A hammer mill is also being installed. The new firm, of which Mr. Warren is sole owner and manager, will be known as the Warren Coal & Feed Yard.

Indianapolis, Ind.—The past month or so I have had the Public Service Co. making a survey of all grain dealers and millers who are using power from their lines, as listed in our directory, whether members or not. This data should show whether existing power rates are higher than a "block" rate the utility has in effect in a number of places, and if so, grain dealers will be able to take advantage of this "block" schedule, so they tell me. I have been advised the survey is about completed, so I shall soon be able to see whether our latest efforts will do grain men any good and advise them accordingly.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

IOWA

Lohrville, Ia.—Fred H. Fisher, of Charles City, has leased the Lohrville Feed Mill and opened for business.

Buffalo Center, Ia.—Fred Harms has bot the Reat Thompson feed grinding outfit and is now doing feed grinding.

Stilson (Britt p.o.), Ia.—The Stilson Co-op. Grain Co. has torn down its outside corn crib and is building a crib inside the elevator.

Burlington, Ia.—Breaking a lock on one of the windows of the Johnson Grain Co.'s office, during the night of Sept. 13, thieves secured \$26.50 in cash.

Cedar Rapids, Ia.—A branch office has been opened here by the Rosenbaum Grain Corp., who has placed Roy J. Maddock in charge as local manager.

Radcliffe, Ia.—William Hoffman is managing the elevator of the Farmers Elvtr. Co. temporarily, until a new manager is appointed to succeed P. L. Jarvis, resigned.

Story City, Ia.—Fire in the top of Ristvedt's elevator, on Aug. 25, was extinguished by the fire department before much damage was done. It was caused by lightning.

Chatsworth, Ia.—W. Frank Evans, who formerly operated an elevator at this point, has gone to Lesterville, S. D., where he is with the J. J. Mullaney Co. as manager.

Malvern, Ia.—The Malvern Milling Co. has completed the erection of two cylindrical storage bins, of hollow tile, giving the company a total grain storage capacity of 30,000 bus.

Fort Dodge, Ia.—The Rosenbaum Grain Corp., of Chicago, has opened a branch office in the Snell Bldg., this city, with W. B. Hollister, well known to grain men of this territory, as manager.

Burlington, Ia.—The office of C. W. Bovard, government grain inspector, which has been in a small building near the Burlington Elvtr., has been moved to the third floor of the Union Depot.

Archer, Ia.—The Farmers Elvtr. & Lbr. Co. has appointed R. J. Hickman, formerly at Matlock, Ia., manager of its elevator. Mr. Hickman has spent most of his life in the elevator business.

Western Grain Dealers Mutual Fire Ins. Co.

Hubbell Bldg. Des Moines, Ia.

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Our Expense for Immediate

Protection on

Elevators — Grain — Dwellings
Lumber Yards — Merc. Property

Matlock, Ia.—R. J. Hickman, for the past 14 years manager of the Edmonds-Londergan Elvtr. Co.'s elevator at this point, has gone to Archer, Ia., where he is manager of the Farmers Elvtr. & Lbr. Co.'s house.

Woden, Ia.—The west elevator here was sold to C. A. Lawler, of New York, for \$1,592, by Receiver H. A. Rachut, for the Bank of Woden. Mr. Lawler formerly owned the elevator, which was turned over to the closed Bank of Woden some time ago.

Aurelia, Ia.—A new firm, composed of R. S. Whitney and Wm. E. Whitney, sons of the late W. G. Whitney, is continuing the father's business under the same name as formerly, the W. G. Whitney Elvtr. R. S. Whitney will be the active manager of the business.

Sanborn, Ia.—The Hunting Elvtr. Co., which has been in business here for several years, on Sept. 1 discontinued business and F. W. Albee, who has been manager of the elevator, leased the property and will continue the business under the name of the Albee Grain Co.

Lewis, Ia.—The flag pole on Mr. Shindley's elevator was struck by lightning in a severe storm on Aug. 25, but fortunately no fire resulted, perhaps because the elevator is covered with sheet iron which may have acted as a conductor, carrying the lightning to the ground. The only damage was a splintered flag pole.

Blairsburg, Ia.—A verdict for the defendant, the Farmers Elvtr. Co. of this place, from whom the plaintiff, Mary Woodworth, sought to recover \$827 damages, was returned by a jury recently. Reed Haviland, tenant on the Woodworth farm, sold a quantity of grain to the elevator, against which the plaintiff claimed she had a landlord's lien.

Mount Pleasant, Ia.—An attempt was made on a recent Sunday night to steal about 600 pounds of sugar from the storeroom of the A. D. Hayes Co.'s elevator, but evidently something went wrong with the plans of the burglars and they left the sugar near the east gate at the elevator yards. Entrance was had to the storage room by prying loose the staple that held the lock.

Boone, Ia.—The city council voted favorably on an amendment to the city's zoning ordinance, thereby giving E. M. Samuelson permission to erect a grain elevator near the Milwaukee depot. He plans to start building at once a 7,000-bu. elevator of the crib type, ironclad. It will probably take about seven weeks to complete it. Mr. Samuelson has been in the elevator business at Herndon and also at Harcourt.

Garwin, Ia.—The remodeling and repairing of the Grain Feed Mill has been completed, consisting of a new foundation under the entire building, the outside being covered with sheet metal and painted steel gray with white trimmings, new windows replacing the old ones and the rearrangement of the interior. Equipment includes an ear corn crusher, grinder, oats huller, corn sheller, stone burr mill for certain cereals and cornmeal and a feed mixer for poultry and stock feeds. Storage bins have also been installed. W. C. Eldridge will operate the mill during the school months, and Carroll and Paul Myers, for whom their father purchased the mill recently, will be there in the vacation season.

Burlington, Ia.—Improvements are now under way at our terminal elevator here. A contract has been signed by the C. B. & Q. Railroad Co. and the Trans-Mississippi Grain Co. (with general offices at Omaha, Neb.) for the construction of additional 500,000 bus. grain storage, at an approximate cost of \$100,000. This new addition to the elevator will consist of 12 concrete storage tanks, which will more than double our capacity, making a total of 1,150,000 bus., and will be directly south and about 100 feet from our present building and will cover an area of about 60x150 feet. It is to be completed about Jan. 1, 1933. It is planned to drive 1,265 piling to provide the necessary foundation, which will take 10 or 12 days. Contract for driving piling has been let to E. A. Whitney & Sons, work to commence immediately [Sept. 13] and to continue 24 hours a day until completed, the men working in eight-hour shifts. Our office, formerly located south of the elevator, on the site of the new construction, has been razed and we are at present in temporary quarters pending remodeling of new office quarters. The elevator is owned by the C. B. & Q. Railroad, is known as the B. & M. Elvtr. and is operated under lease by the Trans-Mississippi Grain Co.—Trans-Mississippi Grain Co., by J. G. Oertel, local mgr.

Anita, Ia.—Fire broke out in the basement of the Kunz Grain Co.'s elevator Saturday, Sept. 3, at 9 p. m., and did considerable damage before it was brot under control; loss covered by insurance. The elevator contained several hundred bus. of grain, part of which was damaged. The building is now being remodeled somewhat and a modern office built.—Art Torkelson, with Lamson Bros. & Co.

KANSAS

Niles, Kan.—Windstorm recently slightly damaged the elevator of the Hogan Milling Co.

Elkhart, Kan.—Windstorm slightly damaged the elevator of the Farmers Elvtr. Co. recently.

Hill City, Kan.—On Sept. 11 the Morrison-Gregg-Mitchell Grain Co. sustained slight windstorm damages.

Bellefont, Kan.—The Offerle Grain & Supply Co. recently sustained fire damage to its elevator.

Larned, Kan.—Windstorm slightly damaged the mill plant of the Keystone Milling Co. on Aug. 30.

Atchison, Kan.—Contract has been awarded by the Blair Milling Co. for the erection of an addition to its flour plant.

Glascio, Kan.—J. D. Bishoff has leased the Glasco Mill and put it in operation again, after installing some new equipment.

Brownell, Kan.—A spark from a locomotive caused a fire which slightly damaged the elevator and stock of the Kansas Wheat Pool Co-op. Elvtr. Ass'n on Sept. 9.

Wichita, Kan.—Glen Yancey, of the Public Terminal Elvtrs. Co., underwent a major operation recently at Wesley Hospital. At last report he was making good recovery.

Alta Vista, Kan.—Leonard Morris, who operated elevators at this point and at Herrington for a number of years, died in Kansas City recently from a ruptured appendix.

Mayetta, Kan.—The Derby Grain Co. has given up its lease on the elevator operated at this point and is no longer in business here, altho it still operates elevators at other points.

Belle Plaine, Kan.—The local mill, which has been idle for a long time, has been taken over by an eastern man, who has placed Frank White, who formerly operated the mill, in charge.

Hutchinson, Kan.—Notice was recently sent to the creditors of the Hutchinson Terminal Elvtr. Co. and of the Liberal Elvtr. Co., whose offices have been closed, to file claims against the two firms.

Shields, Kan.—H. G. Henry, who has been second man at our plant in Osborne, Kan., goes as manager to Shields, replacing E. G. Powell, resigned.—C. E. Robinson Elvtr. Co., H. E. Sharpe, mgr. at Osborne.

Hutchinson, Kan.—The R. C. Davidson Grain Co. moved its offices to larger quarters on the eighth floor of the Wiley Bldg., being located on the same floor before. The Whalen Grain Co. moved from the seventh floor to the quarters formerly occupied by the Davidson Co. The entire eighth floor is now occupied by grain concerns.

Stratton Grain Company

ST. JOSEPH, MO.

Southwestern Wheat and Corn
Operating Stratton Elevator
2,000,000 Bus. Capacity

Adair-Morton Grain Co.

Wichita, Kansas

WHEAT-CORN-OATS-KAFIR

KANSAS ELEVATOR CO.

TOPEKA, KAN.

Storage Capacity 750,000 Bus.

Buyers and Sellers of Milling Wheat
and Coarse Grains

Phone or Wire

Hutchinson, Kan.—The Board of Trade membership of the Hudson Terminal Elvtr. Co. and the Liberal Elvtr. Co., Floyd Hipple, manager, has been annulled on account of the financial difficulties of the companies.

Johnson, Kan.—The Vosburgh Grain Co. has completed the addition of two new grain tanks, about 18x32 feet, of steel. The capacity of each is about 7,500 bus., giving the company a total storage capacity of 33,000 bus.

Whitewater, Kan.—Construction was started early this month on the 110,000-bu. re-inforced concrete storage addition for the Whitewater Flour Mills Co. by the J. T. McDowell Co., which has the contract. The elevator will have a double track unloading dump on the Missouri Pacific Railroad and will be equipped with a 4,000-bu. an hour cleaner.

Moran, Kan.—Roy W. Cox, who has been located at this point for nearly eight years, first as partner then as proprietor of the Cox-Lam Grain & Supply Co., has sold his interest in the elevator and mill to his former partner, Walter Lam, and E. H. Bartlett, local coal and ice dealer, who will hereafter carry on the business under the name of Lam-Bartlett Grain Co. Mr. Cox will retain his interests at Piqua and Elsmore. Mr. Lam will return to Moran from Lubbock, Tex., and assume active management of the business here. Mr. Bartlett will continue to conduct his coal and ice business and will be assisted in the mill and elevator by his sons. Mr. Cox is a past president of the Kansas Grain Dealers Ass'n.

Belleville, Kan.—Chief Grain Inspector Kincaid has appointed Robert H. Douglas official sampler to serve at this point. Shippers located on the Rock Island west of Belleville who desire inspection at Belleville should make the notation on B/L "Stop at Belleville for inspection." Upon arrival of shipments the sampler will take probe samples and mail them to the inspector located at Clay Center, giving car number and initial, before noon on day of arrival, so that the sample can be inspected and the shipper notified by wire, if requested, of grade and protein content. Dealers desiring this service should write F. V. Dally, Clay Center, Kan., deputy inspector, giving the desired information. This service will enable the dealers to use the Omaha market in addition to the Kansas City, Topeka and Salina markets.

Dodge City, Kan.—One day recently the Dodge City Terminal Elvtr. kept its receiving belt busy all day long turning dusty wheat into its storage tanks so that a large pile of dust accumulated about the head pulley of the receiving conveyor. Men returning to work the following morning detected the strong odor of smoke. Upon going to the bin floor they found the texas or gallery over the storage bins full of smoke, as the big pile of dust at the end of the receiving conveyor was a smouldering fire and it was easy to trace the source of the smoke. Fortunately the smouldering dust was removed before the machinery was started so the fire was not scattered about the building, but it became necessary to replace about 6 feet of the 24-inch receiving belt. A vigilant night watchman would have no doubt discovered this fire long before daylight.

KENTUCKY

Mayfield, Ky.—Lightning damaged the electrical equipment of the Mayfield Milling Co. on Sept. 3.

Shelbyville, Ky.—Windstorm slightly damaged the flour mill of the Climax Roller Mills some time ago.

Shepherdsville, Ky.—Lee Dawson and his brother-in-law, Mr. Padgett, bot the flour mill here at the sale, which was held on Sept. 14. Mr. Dawson has been with the mill for several years.

Louisville, Ky.—The Falls City Flour Mills are reported to have taken an option on a large plant in the East End and to be contemplating the erection of an addition to the plant, with installation of up-to-date equipment.

LOUISIANA

Lafayette, La.—The Lafayette Feed & Grain Co. has taken over the branch plant of the Liberty Feed Mills, Inc., and will broaden the line of products offered. New milling equipment to grind all types of grain and feeds is being installed, a specialty being made of dairy and poultry feeds.

Lake Charles, La.—For the protection of its creditors and stockholders and to insure the operation of the mill to full capacity for the coming season, the directors of the Lake Charles Rice Milling Co. have asked for the appointment of a friendly receiver. The Lake Charles Trust & Savings Bank and the Calcasieu National Bank were appointed as co-receivers. Receivers will be represented by Messrs. Pujo, Bell and Hardin and E. R. Kaufman, attorneys.

MARYLAND

BALTIMORE LETTER

Baltimore grain exporters look for a fair export business in corn from Atlantic ports with the closing of navigation.—R. C. N.

Louis P. Goldsborough, the oldest grain broker connected with the local Chamber of Commerce, has returned after two months in Massachusetts.—R. C. N.

Use of the words "old" and "new" crop have been discontinued in the Baltimore market in the grading of wheat and no distinction will be made in the storing of grain.—R. C. N.

Baltimore feed dealers are encouraged over prospects of a better business this fall, based on the belief that the short crops nearby of corn and timothy hay will lessen the feeding of home-grown products.—R. C. N.

MICHIGAN

Deerfield, Mich.—The Deerfield Milling Co. has installed a mixer operated by a 3-h.p. motor.

Lennon, Mich.—Mail addressed to the Lennon Elvtr. Co. is returned marked "Out of business."

Allen, Mich.—Ray VanPatten has installed a No. 55 duplex corn crusher, grader and aspirator.

Elwell, Mich.—Elwell Elvtr. Co. is adding a No. 15½ A corn cracker, grader and aspirator to its equipment.

Carsonville, Mich.—H. Ruttle Sons have installed a built-in electro-magnetic separator on their feed mill.

Petoskey, Mich.—Frank Gruler & Sons have installed a one-ton duplex batch mixer operated by a 3-h.p. motor.

Lowell, Mich.—C. H. Runciman is installing a superior polisher and cleaner with a 10-h.p. motor in his bean elevator.

Wixom, Mich.—The Wixom Co-op. Co. is installing a modern vertical mixer operated by a 5-h.p. direct-connected motor.

Ithaca, Mich.—The Ithaca Elvtr. Co. has installed an oat groater and replaced an old cleaner with a new 998 DBB cleaner.

Toledo, Mich.—The Michigan Bean Co., headquarters Saginaw, has acquired the former Chatterton terminal plant here, including the grain elevator.

Elkton, Mich.—The Elkton Co-op. Co. has taken over the Allerton Flour Mill across the street and is converting it into a bean plant. This is to be operated by a 5-h.p. motor.

Deckerville, Mich.—Bears Bros. are installing one of the new style attrition mills with air feed elevating system and with a built-in electro-magnetic separator to eliminate tramp iron.

Quincy, Mich.—The Quincy Co-op. Co. has just had its double runner attrition mill rebuilt and has installed an improved electro-magnetic separator to eliminate the tramp iron fire hazard.

Boyne Falls, Mich.—The Hankey Milling Co.'s flour mill burned at about 5 a. m., Sept. 12; loss, estimated at \$25,000; partly insured. The fire was believed to have been set by incendiaries.

Grandville, Mich.—H. M. and D. M. Jenison, founders of the Grandville Elvtr. Co., have sold their interest in the company to Henry J. Meyer, of Allendale, who will continue the business under the present name.

Schoolcraft, Mich.—Harvey & Stuart have installed a crusher driven by a direct connected 7½-h.p. motor mounted on the same base. They have also installed an improved feed mixer operated by a 3-h.p. motor.

Columbiaville, Mich.—The Folsum Mercantile Co. is installing one of the new type attrition mills equipped with a built-in electro-magnetic separator and a built-in air-conveying system for handling the ground feed, thereby eliminating elevator legs. Fan blades attached to the runner on the feed mill elevate the feed to a dust collector, where the feed is bagged.

Wayland, Mich.—Wm. Graczyk has installed a feed mixer and 5-h.p. motor.

Detroit, Mich.—The plant of the Vita Milling Corp. has been dismantled and moved to the property known locally as the flax seed mill, where feeds, breakfast cereals and flour will continue to be manufactured by the company.

Gladstone, Mich.—Workmen reconditioning the Cargill Grain Co.'s elevator, preparatory to reopening, as reported in the Journal's last number, estimated that the losses thru theft and vandalism during the year the elevator has not been in use, would total over \$3,000.

Sandusky, Mich.—The Michigan Bean Co. is completing a considerable amount of remodeling in the large elevator at Sandusky, which includes some rewiring of the motor and the installation of automatic switches with low voltage and over-load protection for each motor. A small motor driving an elevator leg recently burned out due to choke-up in elevator leg and lack of proper overload protection on motor.

Barryton, Mich.—The Barryton Co-op. Ass'n is installing a Bauer Bros. Hammer Mill with a direct connected 30-h.p. motor, and a built-in electro-magnetic separator. A crusher and feeder will be used ahead of the hammer mill. The company has also purchased a vertical feed mixer to be operated by a 3-h.p. motor. The 7½-h.p. motor will be used to operate the crusher. All of this equipment is being installed in the potato warehouse.

Homer, Mich.—The Cortright Milling Co.'s plant is undergoing considerable remodeling at this time. A new vertical feed mixer with 5-h.p. direct connected motor has been installed and an order has been placed for a new Triumph corn sheller, as well as a duplex blower and dust collector, for elevating ground feeds from the attrition mill. The motors will also be re-arranged so as to be connected more closely to the load eliminating nearly 100 feet of line shafting. Several cloth type dust collectors will also be eliminated. J. C. Crane is the manager. W. Cortright, one of the partners of the business and a son of the originator of the Cortright Milling Co., passed away several weeks ago.

MINNESOTA

Gaylord, Minn.—J. J. Johnson, of Cokato, is erecting a new flour mill here.

Zimmerman, Minn.—A new batch mixer was recently installed by R. F. Brown & Sons.

Duluth, Minn.—Applicants for membership in the Board of Trade include T. P. Heffelfinger, of Minneapolis.

Freeport, Minn.—Recently fire which ensued after lightning struck the plant of the Freeport Roller Mills damaged the cribbing.

Rochester, Minn.—Recent repairs in the Zumbro feed mill and elevator included a new shipping scale, installed by the T. E. Ibberson Co.

Brainerd, Minn.—A shipping scale was recently installed at the Crow Wing Mill and other repairs made, the T. E. Ibberson Co. doing the work.

Rustad, Minn.—New equipment is being installed and repairs being made to the elevator of McCabe Bros. Co. at this station, T. E. Ibberson Co. doing the work.

LeSueur, Minn.—The Hunting Elvtr. Co.'s elevator at this point, which has operated a half century, has been taken over with four others by James Hunting, who will have his headquarters at Austin, Minn.

Minneapolis, Minn.—The Chamber of Commerce will hold its annual election of officers on Oct. 6, the nominees being as follows: For pres., P. B. Getchell; first vice-pres., A. F. Owen; second vice-pres., Frank J. Seidl.

Green Isle, Minn.—Emil Werner, manager of an elevator here for the past two years, died at his home last month, at the age of 28 years, after being in poor health for several months. He is survived by his wife and infant son.

Ortonville, Minn.—Dr. J. R. McHugh, formerly of Big Stone City, has opened a grist mill in a small, new building here and is making wheat flour, breakfast foods, rye flour, cornmeal and buckwheat flour and also doing feed grinding for toll.

Austin, Minn.—It is reported that James Hunting has taken over five of the elevators formerly operated in southern Minnesota by the Hunting Elvtr. Co., which is going out of business, and will operate them with his headquarters at this point.

Minneapolis, Minn.—Recent new members of the Chamber of Commerce include Arthur H. Hoffman. J. H. Hall, vice-pres. Grain Stabilization Corp., recently purchased a membership.

Tyler, Minn.—The Utoft Grain Co.'s elevator that burned recently, as reported in the Journal's last number, is being rebuilt. It will have slightly less capacity than the former elevator, but will have more working floor space and more convenient facilities.

Brownsdale, Minn.—Manager C. M. Syck, of the Hunting Elvtr. Co., has received notice that the company is closing its elevator at this point. It is reported as probable that Mr. Syck will make arrangements to continue the business under his own name.

Minneapolis, Minn.—The Hunting Elvtr. Co., which has operated about 40 elevators in southern Minnesota, with headquarters here, and which has been in business for 50 years, is going out of business. The elevators are being sold or leased. It is reported that James Hunting, who lives in this city, will take over several of the houses and operate them himself.

Appleton, Minn.—The Atlas Elvtr. Co.'s new 30,000-bu. house, replacing the fire loss of Aug. 10, has been completed, the new structure being finished and in operation 28 days after the other elevator burned. Considering that all of the lumber had to be shipped from the coast, the building was constructed in record time. The T. E. Ibberson Co. had the contract. B. E. Mostrom, former manager of the Atlas Co.'s elevator at Manchester, S. D., has been appointed manager of the new elevator.

MISSOURI

Belle, Mo.—E. L. Matthews has leased his elevator to E. C. Biles, starting Sept. 16, who has moved his stock to the elevator, where he was in business before. Mr. Matthews will devote his time to stock raising on his 300 acres of land near Belle.

Kansas City, Mo.—I. C. Thomas, a member of the Kansas City Board of Trade for 30 years, died, on Sept. 8, at Oakley, Kan., while en route to this city from California by auto. Mr. Thomas had not been active in the grain business for about 10 years.

Clinton, Mo.—Arthur Mann has bot the Keyes Mill & Elvtr. and will assume active management of the property. He has been in Kansas City for a number of years with the Lincoln & Wolcott Grain Co., but has always maintained Clinton as his residence.

Brunswick, Mo.—The ownership of the elevator business of the Brunswick Elvtr. Co. has been transferred to the Brunswick Feed & Elvtr. Co., with Guy E. Hall as manager and Arch McGilvray, of Mendon, as part owner. Mr. Hall has been a grain buyer for 20 years.

Kansas City, Mo.—The membership of the International Milling Co., of Minneapolis, in the Kansas City Board of Trade is in the name of John R. Norris, on transfer from W. Vincent O'Dowd. George H. Hodgson has applied for membership on transfer from Tracy Cockle.

St. Louis, Mo.—The oldest wheat salesman in point of service on the Merchants Exchange, Sam Whitehead, pres. of the Nanson Commission Co., with which he started 46 years ago, and Mrs. Whitehead celebrated their golden wedding anniversary on Sept. 7. Mr. Whitehead is 72 years of age.

Lilbourn, Mo.—Immediately following the fire that recently destroyed the old Lilbourn Milling Co.'s building, leased to J. R. Grabenhorst, who was operating a feed mill in the basement, Mr. Grabenhorst installed a grinding mill in another building and continued his business. C. W. Stevenson is associated with him and will assist in the purchasing of grain and the operation of the business, to which a line of groceries has been added.

MONTANA

Sumatra, Mont.—James Chittick has been appointed manager of the Farmers Co-op. Elvtr. Co.'s elevator.

McElroy, Mont.—Lu Jorgenson, of Kenmare, N. D., has succeeded Peter Bredevine as manager of the Farmers Equity Elvtr. Co.'s elevator here.—Frank G. Welsh.

Miles City, Mont.—The Miles City Grain Co.'s new 20,000-bu. addition to its elevator, reported in the July 27 Journal as having been started early in July, was completed in August and in use, doubling the capacity of the elevator.

Three Forks, Mont.—Several windows in the plant of the Farmers National Warehouse Corp. were broken during a windstorm on July 31.

Gage, Mont.—James M. Batschelet, manager of the Roundup Elvtr. Co.'s elevator here for 12 years, died at his home, Sept. 14, at the age of 77 years.

Grassrange, Mont.—The Grassrange Milling Co.'s plant burned at 9:30 p. m., Aug. 30; loss, \$40,000; no insurance. The mill was also the city light plant, and it was that that the fire was caused by a short circuit in an uptown wire. The warehouse was packed with feed and flour, and there was nearly 4,000 bus. of wheat in the bins, 1,700 bus. of it being high test and cleaned from last year. Old machinery had been replaced with modern. P. W. Koeltz was the owner.

NEBRASKA

Campbell, Neb.—A new grain firm, Bourdeau & Meyer, has opened for business here.

Seward, Nebr.—The Seward City Mills, Inc., sustained damage to their electrical equipment in August.

Rosemont, Neb.—The Marshall Commission Co., of Kansas City, is reported to have closed its elevator here.

Upland, Neb.—Ernest Smith, of Hildreth, and Oscar Smith, of Keene, brothers, have leased the Farmers Elvtr. Co.'s elevator here and placed William Krumweide in charge as manager.

North Platte, Neb.—A. C. Leflang, reported in the Aug. 10 Journal as having leased the plant formerly operated by L. C. Carroll as the North Platte Flour Mills, is now operating under the name of the Leflang Flour Mills.

Omaha, Nebr.—Mr. and Mrs. J. A. Linderholm of the Crowell Elvtr. Co., are recovering from many sprains and bruises received in automobile accident in northern Iowa last month. Their many friends in the trade wish them quick and complete relief from pain.

Falls City, Neb.—Jake Norris has bot the grain and coal business from I. C. Maust, including his elevator, and will operate it under the name of the City Fuel Co., with an uptown office in the I. C. Maust Bldg. Mr. Maust retains his gasoline and oil business.

Hastings, Neb.—Grain dealers in the territory south of the Platte River have organized an ass'n which will probably be known as the Southern Nebraska Grain Dealers Ass'n, the officers of which are as follows: Pres., Ed. Hubbard; vice-pres., Albert Rich; treas., A. M. Brookings.

Fremont, Neb.—The Fremont Mill & Elvtr. was entered by thieves, during the night of Sept. 5, who gained admission by forcing an office window and who took away with them a typewriter, a calculator and two truck tires, valued at \$400. In removing the tires from the truck, the thieves used the company's own jack.

The State Railway Commission is said to have received many complaints against elevators which are accepting grain for storage for more than 10 days without giving bond and obtaining licenses. Under the 1931 Warehouse Act of Nebraska, operators of elevators who do not comply with the law are subject to fine and imprisonment.

Geneva, Neb.—William Grothe has retired from the firm of Jrothe Bros., proprietors of the Geneva Mill, having sold his interest to his brother, John Grothe, the other member of the firm. Charles Grothe has joined his father in the business and the new proprietors are now John Grothe & Son, who will operate as the Geneva Milling Co.

Woodlawn (Lincoln p.o.), Neb.—F. S. Davey is building a 12,000-bu. iron clad elevator on the site of the Hall Johnson elevator which burned recently. The house will have one leg motor driven thru a modern head drive and will be equipped with an improved truck dump. A local contractor is doing the work on plans furnished by Birchard Const. Co.

Minden, Neb.—J. S. Canaday, one of the pioneers in the farmer co-op. elevator movement in Nebraska, pres. of the Nebraska Farmers Elvtr. Ass'n and pres. of the Farmers Grain & Supply Co., of Minden, died unexpectedly at his home here, on Aug. 30, from acute indigestion, at the age of 70 years. Mr. Canaday was a former state senator and was the Democratic nominee for state treasurer in 1918 and 1920. Years before he had been a leader in Nebraska populism. He was one of the organizers of the Farmers West Central Grain Co. at Omaha and had been a member of the board of directors and vice-pres. of the corporation since its organization. He is survived by his widow, two sons and a daughter.

NEVADA

Lovelock, Nev.—A. L. Bachrodt, of San Jose, Cal., proprietor of a hay, grain and fuel concern in that city, has been elected pres. of the Pitt Mill & Elvtr. Co., of this city, to succeed the late W. C. Pitt. Mr. Bachrodt, who will continue to make his home in San Jose, was in business here for several years before going to San Jose 10 years ago.

NEW ENGLAND

Boston, Mass.—The final golf match of the season under the auspices of the Boston Grain & Flour Exchange was held on Sept. 13 at the Woodland Golf Club. Eighteen played and sat down to the dinner afterwards. Howard Mitchell won the first prize and A. W. Bosworth the second.

NEW YORK

New York, N. Y.—Produce Exchange memberships sold at \$1,100 and associate memberships at \$600 early this month, which was an increase of about \$350 in two weeks.

Perry, N. Y.—W. G. Sedam and H. E. Cole, both of whom have been associated with Belden & Co. for many years, have bot the local properties of Belden & Co., reported in the Journals two months ago as dissolving, and will operate under the firm name of Cole & Sedam, handling beans and grain.

Canandaigua, N. Y.—Referring to the daily press report that his elevator was damaged to the extent of \$1,250 early this month, J. W. Walker, owner of the Canandaigua Elvtr., writes: "Regarding the report that my elevator had burned, the report is erroneous, inasmuch as we have had no fire of any kind. There was a slight explosion, which we believe was caused by dust. It did very little damage and we are now operating as usual."

Buffalo, N. Y.—Charles E. Thompson, who was at one time connected with the Churchill Grain & Seed Co. and also Wilson Bros., both of this city, as feed salesman, met his death by drowning on Sept. 7. When a young man he bot the Edwin C. Thompson Feed Mill, at Boonville, N. Y., later taking A. J. Schweinsburg as partner, and operated the mill until 1903, at which time he sold out and founded the Syracuse Milling Co. at Syracuse, later connecting with the Churchill Co. He was 76 years of age.

New York.—F. J. Werner, who has been connected with the vegetable oil business for 25 years, and his son, John F. Werner, have organized the new firm of F. J. Werner & Son, having offices at 353 Fifth Av., this city, to act as manufacturers' agents and brokers of vegetable oils and similar products and fertilizer materials, specializing in the various vegetable and animal oils as well as the by-products, meal and cake, used in feed mixing and fertilizers. The elder Werner has in the past been connected with Spencer Kellogg & Sons, Inc., Kellogg & Miller and recently with G. A. Wharry & Co.

Albany, N. Y.—Construction will be started at once on a five story feed manufacturing plant, of fireproof construction, to cost approximately \$100,000, by the Co-op. G. L. F. It will be located on an acre of land leased from the Port of Albany Commission by the Co-op. G. L. F. Holding Co., which will operate the plant and which has a 10-year lease on the land, with a 10-year renewal option. The plant will be accessible to both rail and water transportation, and will be ready in the late winter or early spring. It will be a branch of the federation's main office at Buffalo and will make the same kinds of feeds as that plant.

Sodus, N. Y.—B. A. Hopkins' mill is installing an electro-magnetic separator and a hammer mill.

Buffalo, N. Y.—Rumors that the Port Commission would build a flour mill in connection with the 13,000,000-bu. elevator recently completed, 10,000,000-bu. space of which is leased to the Cargill Grain Co., are said to be without foundation in fact.

Albany, N. Y.—The final touches were put on the Port of Albany's new elevator the third week of September, when the steel roof was covered with two coats of aluminum paint over two coats of red paint. It is said that the aluminum paint reflects the sun's rays and keeps the interior of the elevator relatively cool. Up to the middle of September 5,000,000 bus. of grain had already been stored in the house by the Cargill Grain Co., lessees of 10,000,000 bus. space of the elevator. The Stewart Const. Co. had turned the house over to the Port Commission, which had given the structure its final stamp of approval.

NORTH DAKOTA

Lidgerwood, N. D.—J. M. Wettstein recently opened a feed mill at this point.

Hensel, N. D.—The Powers Elvtr. Co. has reopened its elevator at this point after thoroughly repairing it.

Guelph, N. D.—A new foundation was recently put under the elevator of the Farmers Elvtr. Co. and other repairs made.

Grafton, N. D.—Thomas Mohagen, of the Mohagen Milling Co., is installing machinery for the manufacture of white flour.

Grandin, N. D.—The recovery of Frank Cormack, manager of the Farmers Grain Co.'s elevator, from scarlet fever is reported.

Clifford, N. D.—The new Victoria Elvtr. Co. recently began business in the former Bristol Elvtr., with A. C. Halverson as manager.

Cavalier, N. D.—The Powers Elvtr. Co.'s elevator was reconditioned and cleaned before opening to receive the new crop recently.

Halliday, N. D.—The death of Harvey E. Trousdale, grain buyer, occurred recently in a hospital in Bismarck. He was 56 years of age.

Verona, N. D.—The elevator of the Farmers Elvtr. Co. has been raised and a new foundation put in. The plant was improved by other repairs also.

Reeder, N. D.—The Empire Elvtr. Co. has installed new electric motor for power and made other repairs to plant, including building new driveway approach.

Williston, N. D.—Alf Alfson's new 20,000-bu. City Elvtr., which replaces the house burned last winter, started operation on Sept. 3. New and up-to-date equipment has been installed.

Plaza, N. D.—The new agent of the Osborne-McMillan Elvtr. Co.'s local elevator is Alvin H. Larson, son of A. L. Larson, manager of the Farmers Elvtr. Co.'s elevator at Wabek, N. D.

Niagara, N. D.—At 7 a. m. on Sept. 6 a fire, probably caused by a match being thrown among some horse blankets, caused smoke damage in the office of the Niagara Elvtr. Co.

Grand Forks, N. D.—Recent new members of the Farmers Grain Dealers Ass'n are the Neeb Elvtr., Barney, N. D.; T. C. Wildish, Rock Lake, N. D., and Farmers Elvtr. Co., Deering, N. D.

Mandan, N. D.—The elevator and mill of the Russell-Miller Milling Co. are being repaired, including completely covering the elevator and annex with new galvanized iron. The T. E. Ibberson Co. is making the repairs.

Cando, N. D.—Cando Mill & Grain Co., incorporated; capital stock, \$25,000; incorporators: F. N. Cowan, D. F. McLeod, Frank Shanley, Harry Thompson, Forrest Vaughan and L. B. Stevens; to operate elevators and market grain.

Wildrose, N. D.—C. A. Fitch, of Moorhead, Minn., has been appointed manager of the new 30,000-bu. elevator reported in the last number of the Journals as having been completed for the Imperial Elvtr. Co., of Minneapolis, by the Hogenson Const. Co.

Hunter, N. D.—A 30,000-bu. annex is being erected for the International Elvtr. Co., of Duluth, the building to be divided into six bins. The foundations will consist of concrete slabs and the house will be covered with galvanized iron. Motors will furnish the power. The T. E. Ibberson Co. has the contract for construction.

Scouler-Bishop Grain Co.

Consign Us

Kansas City

Omaha

Rolette, N. D.—Repairs recently made at the Atlantic Elvtr. Co.'s elevator included retinning two bins, repairing other bins and reconstructing the coal scale. At the Farmers Elvtr. Co.'s elevator all the distributing spouts have been overhauled and repaired and new cups and belt installed.

Glasston, N. D.—The T. E. Ibberson Co. has a crew at this place wrecking two elevators which belong to the International Elvtr. Co., of Duluth, which owned three elevators in this town. Lumber from the two elevators being wrecked will be shipped to another point to be built into an elevator at a later date.

Dickey, N. D.—Joel Langseth, agent for the Monarch Elvtr. Co., which recently took over the Farmers Co-op. Elvtr. Co.'s elevator here, writes: "The capacity of this elevator is about 35,000 bus. It is located on the Northern Pacific Railroad. I do not think we will install any machinery at the present time. We might install a feed grinder later on if conditions and times warrant it."

Coleharbor, N. D.—The Atlantic Elvtr. Co., which lost its elevator by fire, is having the T. E. Ibberson Co. build a 30,000-bu. elevator to replace the loss. It will have 12 bins and one leg, a 10-ton Fairbanks Scale fitted with an improved dump and a 100-bu. Fairbanks Hopper Scale to be used for shipping purposes. A Strong-Scott Head Drive and grate will be used in connection with the leg. A large office building will be built, which will be attached to the driveway.

Members of the North Dakota Farmers Grain Dealers Ass'n are pleased with the outcome of a recent meeting at Devils Lake between grain dealers' representatives and officials of the Ottertail Power Co. P. A. Lee, sec'y of the ass'n, attended the session and is reported to have said that the officials of the power company agreed to make application to the state railroad board to put in lower rates and that they expected reduced schedules to become effective about Oct. 1. This will affect approximately 40 member elevators of the ass'n, and negotiations will be entered into with other power companies supplying other members, to obtain reduced rates. The grain dealers sought lower rates for elevator feed mills using electric power because they contended the present scale was too high to enable them to compete with portable feed mills.

Bismarck, N. D.—The State Railroad Commission has issued a warning to warehousemen that it is illegal to ship out and sell stored grain, calling attention to the law requiring that grain covered by outstanding storage receipts shall be delivered by the warehouseman on surrender of the receipts and payment of lawful charges. Refusal by warehousemen to so deliver, on demand by the receipt holder, is larceny. The warning read, in part: "Due to general financial conditions, this department insists on the strict observance of the law. Your co-operation in this matter will obviate much difficulty. We have found that in the 90 insolvency cases which have come to this department during the last four years, every one came about because of the old trade custom of shipping out and selling stored grain—a violation of the law. Warehousemen at all times must keep grain on hand sufficient to cover storage liability. This may raise the question of filling of warehouses with stored grain to the blocking point. It may be in place here to state the position on this point taken by this department in 1929, that warehousemen must receive grain for storage 'as far as capacity permits' means 'up to the point where cash grain can still be handled.'"

OHIO

Dayton, O.—The Dayton Hay & Grain Co. is installing a complete cornmeal outfit furnished by the Sidney Grain Mch'y Co.

Delta, O.—The equipment of the Delta Grain & Supply Co. is being improved by the installation of a Sidney Standard Grain Cleaner.

Fostoria, O.—The new general manager of the Ohio Farmers Grain & Supply Ass'n is William C. Horn, former manager of the Castalia Elvtr. & Supply Co., of Castalia, O.

Castalia, O.—Wm. C. Horn, who has been manager of the Castalia Elvtr. & Supply Co.'s elevator for the past 10 years, resigned late in August and has moved to Fostoria.

North Auburn, O.—The post office at this point has been closed. The only elevator here, the North Auburn Equity Exchange Co., now has its mail addressed R. R. No. 1, Tiro p. o.

Ohio City, O.—The Service Grain Co. has appointed True Felger its manager.

Toledo, O.—G. R. Forrester, grain and feed merchant, announces a change of address to 914 Second National Bank Bldg.

Centerburg, O.—H. W. Updike, of Fredericks-town, has purchased the Sunshine Store formerly operated by Allied Mills at this point and will continue to handle Wayne Feeds at both points.

Mount Gilead, O.—H. C. Little has been named receiver for the Buckeye Milling Co. to succeed Thad E. Buck, who has resigned, after serving for three weeks, on account of the press of other business.

Oak Harbor, O.—The Thierwechter Elvtr. has been bot by the Ottawa County Co-op. Ass'n, which operates four other plants with headquarters in this city. The new owners contemplate the erection of a flour mill and later an elevator.

New London, O.—James W. Nelson, a partner in the elevator firm of Palmer & Nelson for nearly five years, has disposed of his interest in the firm to P. P. Golding, of this town, and the firm will hereafter be known as Palmer & Golding.

Mansfield, O.—Consent to a receivership has been filed in court by the Lucas Milling Co. in answer to a petition brot by Eliza Sheets, who seeks dissolution of the Lucas Co. for the benefit of the creditors. The defendant has asked that L. V. Snyder be appointed receiver.

Cincinnati, O.—A smoldering fire in a feed bin on the sixth floor of the elevator of the Early & Daniel Grain Co. recently, did damage amounting to \$500 before it was extinguished. Before the fire could be reached, firemen and employees had to sack and remove several tons of feed.

Bowersville, O.—Robbers wrecked the 600-pound safe in the office of the New Era Grain Co.'s elevator recently, but got nothing for their trouble, as the safe contained no money. Sacks of grain were piled around the safe to muffle the sound of the explosion. Office furniture was damaged somewhat.

South Charleston, O.—The Shough Mill, recently purchased by Quincy J. Smith, of Wilmington, is to be put into operation again as soon as the necessary repairs and improvements are made, including new scales, hammer-mill and new canvasses. The mill has been idle for several years.

Conover, O.—The Conover Grain Exchange is closed and all business will be transacted at the Lena Grain Co., Lena (Conover p. o.), owned by the Conover Grain Exchange, unless the management later finds it profitable to open the house. Both elevators are owned by James Coddington and managed by G. C. MacDonald.

Rockford, O.—L. A. DeBolt, who prior to his illness had been in the elevator business here but due to ill health had disposed of it, died at his home, here Sept. 15, from heart trouble, having been a sufferer from it for several years. He still retained an active interest in the elevator business at Ohio City, O., and Monroeville, Ind.

Fostoria, O.—A meeting of the Northwestern Ohio Farmers Grain Dealers Ass'n was held in this city on the afternoon and evening of Sept. 12, starting with a ball game in the afternoon, at City Park, and continuing with a dinner and program at the Y. M. C. A. at 6 p. m., featured by a round table discussion and addresses of interest to grain dealers. "The Effect of the Drouth on the Present Corn Crop" was the subject discussed; W. R. Tabbert, of Toledo, spoke on "Farmers Elevator Tax Problems"; G. R. Lewis of Columbus, on "Value of Commodity Organizations," and Allen Lein, of Bowling Green, state chairman of the Ohio Farmers Holiday Ass'n, on "Plans and Policies of the Farmers Holiday Ass'n."

OKLAHOMA

Boise City, Okla.—Rolla Eberly has leased the building and equipment of the Ralston Milling Co. and will operate the mill in the future.

Yale, Okla.—O. W. Corley, who has been operating an elevator at Ripley for several years, has bot and is now operating the local elevator owned by W. H. Watson.

Gotebo, Okla.—Jake Remple's elevator burned early in the morning of Aug. 29; loss, \$10,000; partly covered by insurance; 7,000 bus. of wheat was destroyed with the elevator.

Cashion, Okla.—Charles Bugg, manager of the Farmers Exchange Co.'s elevator, fell into the wheat pit of the elevator recently when the trap door gave way and was seriously injured, receiving a badly bruised shoulder, cheek and scalp wounds and a bad cut on the back of his head.

McAlester, Okla.—W. S. Vilott is having the old hay barn on the Rock Island right-of-way reconditioned and converted into a feed and cornmeal mill. Lawrence Gilbertson, a student at the A. & M. College at Stillwater, will be associated with Mr. Vilott in the operation of the business.

Alva, Okla.—The W. B. Johnston Elvtr. has been troubled with termites this summer to such an extent that it will be necessary to put in new foundation, bins and framework, the termites having eaten their way thru the wooden frame of the metal-covered elevator to within 10 feet of the top.

Yukon, Okla.—Following a major operation on Sept. 16, death came to Frank L. Kroutil, for the past 30 years sec'y and treas. of the Yukon Mill & Grain Co., of this city, on Sept. 18, in St. Anthony's Hospital, Oklahoma City. Mr. Kroutil, who was 60 years of age, had not been well for about two months, but had not given up his activities entirely. For many years he was active superintendent of the Yukon plant, and of late years his work had been principally in the operating end of the business. He had a wide reputation as a crop expert. He is survived by his widow. Three brothers are employed in the Yukon Mill, one of them being its head.

PACIFIC NORTHWEST

Seattle, Wash.—Strauss & Co., Inc., recently moved their offices to 2130 Harbor Ave. S. W.

Portland, Ore.—The local warehouse of the Fischer Flouring Mills Co. and the Cereal Products Co. suffered a slight damage by fire early this month, amounting to only \$700 to the five firms in the building.

Bellingham, Wash.—The George J. Hohl Co., grain and feed dealers here for many years, has been incorporated; capital stock, \$5,000; incorporators: George J. Hohl, Wilnot H. Lilly, J. A. Taylor, C. F. Larsen and J. L. Aitras.

Seattle, Wash.—Changes in its trading rules have been made by the Seattle Grain Exchange, as follows: The following grades of wheat shall be accepted on contract at a discount of 2 cents a bu.: Basis No. 1 dark northern spring, and/or northern spring, and/or red spring, and/or dark hard winter, and/or hard winter, and/or yellow hard winter, and/or western red. Previous to the amendment of this rule, the discount on the above wheat was 3 cents per bu. Deliveries of storage wheat, either sacked or bulk, shall be subject to the same discount for test weight as provided for track deliveries. These changes in the rules do not apply to the current September, December and May deliveries now traded in, but will be effective with the next established contract, the July contract when opened for trading. The membership transfer fee has also been reduced from \$100 to \$10.

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ROBERTSON PROTECTED METAL ROOFING AND SIDING IS STRONG AND CORROSION-PROOF

Portland, Ore.—Stanley E. Semple resigned as pres. of the Merchants' Exchange and was immediately appointed manager of the organization Sept. 24. He succeeds Howard S. George, who resigned on account of illness. Paul G. Ostrooft was elected pres. of the exchange.—F. K. H.

PENNSYLVANIA

Grove City, Pa.—W. L. McConnell & Sons recently installed a Sidney Feed Mixer.

Philadelphia, Pa.—The condition of Philip R. Markley, grain merchant and vice-pres. of the Commercial Exchange, which was reported in the Journal's last number as improved, has since shown a relapse. Mr. Markley is suffering from septic poisoning.

Linfield, Pa.—J. Trinley & Sons' feed mill caught fire during the night of Sept. 14, which was caused by the breaking of a piece of cast steel which created a spark as it dropped and struck one side of the chute of a chopping machine. Employees soon extinguished the fire, which broke out again the next morning, when firemen extinguished it.

SOUTH DAKOTA

Madison, S. D.—The Madison Farmers Elevator Co. has renewed its corporate charter for a period of 25 years.

Letcher, S. D.—The Farmers Elevator Co. will rebuild its elevator recently destroyed by fire, construction to start soon.

Sturgis, S. D.—Repairs were made at the Tri-State Milling Co.'s elevator at this place, the T. E. Ibberson Co. doing the work.

Freeman, S. D.—Peoples Milling Co., incorporated; capital stock, \$25,000; incorporators: John A. Wipf, Joseph D. Hofer and Robert J. Wipf.

Huron, S. D.—The Farmers Elevator Ass'n of South Dakota will hold its annual meeting in this city, Dec. 6, 7 and 8, at the Marvin Hughitt Hotel.

Gregory, S. D.—Gregory Roller Mills, incorporated; capital stock, \$25,000; incorporators: William, Jr., Lena J., L. H. and Inez Nollkamper.

Britton, S. D.—Frank Windorski, formerly of Benson, Minn., has been appointed manager of the Atlas Elevator Co.'s elevator, succeeding T. F. Henderson.

Manchester, S. D.—B. E. Mostrom, manager of the Atlas Elevator Co.'s local elevator, has been transferred to the company's new elevator at Appleton, Minn.

Doland, S. D.—On Sept. 10 fire caused by a faulty switch on a cleaner motor damaged an overhead bin and grain contained therein owned by the Farmers Elevator Co.

Lesterville, S. D.—We are building an addition to our office. The elevator has been completely remodeled and is in excellent condition. We handle coal and buy and sell all kinds of grain, and are doing a good business for these times and prices.—W. Frank Evans, manager, J. J. Mullaney Co. (main office Sioux City, Ia.).

SOUTHEAST

Flat Rock, N. C.—The Henderson County Flour Mill recently added a Sidney Corn Sheller to its equipment.

Clarksburg, W. Va.—Everett M. Christie, in the grain, flour and feed business here for a number of years, died from a heart attack on Aug. 28, at the age of 47 years. At one time he was manager of the Christie & Meyers Feed Co. He is survived by his wife and one son.

Tampa, Fla.—Stalnaker Bros., Tampa grain and feed company, has filed suit in circuit court for \$25,000 damages against the Bradstreet Co., claiming that the company "published and circulated false and damaging credit ratings and statements thruout the business world to the injury of the plaintiff's credit."

TENNESSEE

Memphis, Tenn.—L. P. Cook & Co., wholesale grain dealers, have taken a short time lease on the three-story brick building at 421 S. Main St., for its new headquarters.

Columbia, Tenn.—W. A. Dale, pres. of the Columbia Mill & Elevator Co., of this city, died unexpectedly, on Sept. 13, from a heart attack.

Lawrenceburg, Tenn.—Crowson Mills, on the Waynesboro Pike, about two miles west of here, burned Aug. 30. The building was 82 years old, and for several years past had been operated by M. E. Crook as a corn grinding mill.

Columbia, Tenn.—The City Mill & Grain Co. property was recently transferred from the McLemores to J. Howard Murphy and C. E. Kennedy and later to the new City Mill & Grain Co., Inc., of which Murphy, Kennedy and Lex Watson are the incorporators.

Knoxville, Tenn.—The Security Mills, manufacturers of dairy, horse, poultry and pig feeds, have bot out the old firm of Hackney, Karnes & Lackey Co., dealers in grain, seeds, hay and fertilizer, which lines will be handled at the old location on North Broadway, in charge of Sam Lackey as usual, and they will also be handled at the company's mill on Munson St.

TEXAS

Spearman, Tex.—The Porter Elevator Co. is increasing its storage space from 35,000 bus. to 50,000.

Sherman, Tex.—The G. B. R. Smith Milling Co. has decreased its capital stock from \$450,000 to \$50,000.

Friona, Tex.—J. J. Horton has been appointed manager of the Henneman Grain & Seed Co.'s elevator here.

Clyde, Tex.—Harry Berry has installed a hammer mill in his garage, having a capacity of 4,000 pounds per hour.

Application for membership in the Texas Grain Dealers Ass'n has been made by the D. T. Wadley Grain Co., of Kerrick, Tex.

Amarillo, Tex.—The Lemons-Thompson Grain Co. has put a new line of health foods on the market, consisting of three different kinds of wheat cereal, a table bran and a new whole wheat flour.

Grand Prairie, Tex.—Young Feed Mills, incorporated; capital stock, \$500; incorporators: Wesley B. Young, Jr., M. P. Young and A. P. Young; feed manufacturing and merchandising.

Corpus Christie, Tex.—Altho the robber who blew open the safe at a local grain company's office wore gloves while doing the work, he carelessly left one finger mark, which was the means of identifying a suspect as the guilty party.

Denton, Tex.—The Arkansas Milling Co.'s plant was damaged by fire at midnight, Saturday, August 27; damage to building, \$1,000, and to stock and machinery, \$400; insurance was carried on the building but none on stock. Water damage to grain and hay was the chief loss to stock.

Ft. Worth, Tex.—G. E. Blewett, sec'y-treas. of the Texas Grain Dealers Ass'n, has been successful in his efforts to have separate tariffs issued covering Texas grain rates out of Tariff 2-L, and Chairman Fonda, of the Texas-Lines Tariff Bureau, has issued Texas-Lines Tariff No. 69. Sec'y Blewett had the co-operation of D. R. Simpson, of the Ft. Worth Grain & Cotton Exchange, in his efforts.

Plainview, Tex.—Our plant is now under my care as new receiver. We expect within the next two weeks [from Sept. 14] to have our plant running night and day, and feel that we have one of the best plants in the state.—Harvest Queen Mill & Elevator Co. by T. W. Sawyer, receiver. [This company was reported last December as being in receivership, in an effort to refinance the company, whose financial difficulty was caused by the failure of a local national bank. The company's plant is a very up-to-date one and includes a 1,000,000-bu. re-inforced concrete elevator. Elevators are operated by the company at four other towns also.]

UTAH

Ogden, Utah.—The Intermountain Millers Ass'n was re-organized at a meeting held Sept. 14, at which 18 companies were represented. The new officers are: Pres., J. J. Neville; vice-presidents, H. W. Stein and Henry H. Blood, sec'y, C. J. Baker, and treas., Hyrum Bennion. The executive com'te, in addition to the officers, is composed of J. S. Eason and Claude E. Farr.

Box Elder, Utah.—Suit was started in district court on Sept. 9 by the Intermountain Grain Growers, Inc., against the Bear River Valley Implement Co. and Amasa Hammon, county sheriff, to recover \$332.58 claimed to be due for wrongful execution of judgment against R. Stoddard on Mar. 5 last. The plaintiff claims that it had in its possession a quantity of stored grain for Mr. Stoddard, of Box Elder, when judgment was rendered against him on a certain promissory note for \$1,000; that there were 122,155 pounds of wheat in storage, and that the defendant company and the sheriff had no legal right to attach the grain. It is also claimed that the grain was delivered to the defendant company in the process of execution on the judgment against Stoddard.

WISCONSIN

Benton, Wis.—G. M. Baker's feed mill was recently bot by C. Hardman.

Arcadia, Wis.—Albert A. Sobotta has bot the mill formerly owned by the Andrew J. Kamla Estate.

Darien, Wis.—Frank Johnson, grain dealer, died unexpectedly during the third week of September.

Baraboo, Wis.—M. M. Graves' feed mill was damaged by fire to the extent of \$1,000 during the night of Sept. 19.

LaFarge, Wis.—O. B. Kennedy is installing new feed grinding and mixing machinery in the feed store he recently bot from H. J. Freeze.

Burlington, Wis.—Burlington Feed Co., incorporated; capital stock, 1000 shares of no par value; incorporators: Walter F., Sr., Ralph and Walter Uebele, Jr.

Diamond Bluff, Wis.—Fred Wolf has been appointed manager of the elevator recently bot by L. Spelts, J. L. Huppert and Godfred Huppert from the Prescott Co-op. Exchange.

Weyauwega, Wis.—A 20,000-bu. re-inforced concrete elevator is under construction for the Weyauwega Milling Co., millers of rye flour. All unloading and elevating machinery will be operated by electric motors. The elevator is expected to be in operation by October.

Galesville, Wis.—The plant of the Reitmann-Davis Mill Co., which went into bankruptcy several months ago, has been bot by Robert Dobie, Chas. Wall and W. R. McIntire, all of Minneapolis. The mill will be in operation early in October, under the name of the Galesville Milling Co.

Prescott, Wis.—The Prescott Co-op. Exchange has disposed of its property here, consisting of the elevator and feed mill and store building, also the elevator at Diamond Bluff, stock and all equipment, to L. Spelts, J. L. Huppert and Godfred Huppert. Fred Brendenmuehl remains as operator of the elevator and feed mill here.

DePere, Wis.—The A. G. Wells Co. has taken over the operation of the feed and seed plant owned by the A. G. Wells Estate, which is adjacent to the company's east side elevator and which has been operated for the past few years by the Wells-Osen Milling Co. As previously reported the latter company has been dissolved and the Osen Bros. have incorporated the Osen Milling Co. for manufacturing feeds.

Central Michigan farmers met at Corunna Sept. 10 to start a movement for the holding of beans for \$2.50 per bushel.

Fort Worth

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Cash and Futures

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Grain Carriers

Ft. Worth, Tex.—The next hearing in the Western grain rate case is to be held here Nov. 14.

Regulation of trucks and buses will come before the voters of Oregon in the bill fathered by Oswald West.

Cars loaded with grain and grain products during the week ending Sept. 10 numbered 35,863, an increase of 2,291 cars over the like week a year ago.

The Santa Fe has proposed with the Southwestern Freight Bureau to make the export rate in its Tariff 56-55 series from Okla. to Galveston, Houston and Texas City, apply also as coast wise rates.

Kansas City, Mo.—The Missouri Pacific has announced that it will withdraw its proposed reduced rates on grain and grain products to meet highway truck competition, at the hearing here Sept. 26.

The Morgan Line in reissue of its Tariff 246, will publish rates from Texas Gulf ports to destination on the B. & M. Ry. via Boston on seeds taking a rate of 20c, is to apply from such Texas Gulf ports to Boston proper.

Buffalo, N. Y.—The Buffalo Corn Exchange contemplates filing a protest with the state authorities against the reduction of handling charges at the state elevator at Oswego, unfairly competing with the elevators at Buffalo.

Ft. Worth, Tex.—The Central Grain Com'ite of Texas at a recent meeting decided to ask for entirely new grain rate structures when the examiners of the Interstate Commerce Commission hold their hearings in October.

Inland water transportation, excepting on the Great Lakes, is never as cheap as rail transportation. It is apparently cheap only because we tax ourselves to pay most of the cost of it. The same thing is true of highway transportation.—*Railway Age*.

The waste of time and money in the Interstate Commerce Commission hearings on switching charges continues, the hearings reopening Sept. 20 at Chicago with 150 present. Evidence is being taken on charges by railroads for switching in private industries.

The National Ass'n for Motor Truck Regulation has been organized with Milton P. Bauman, Jersey City, N. J., as sec'y. The pres. is Norman F. Titus, chairman of the special com'ite of the New Jersey State Chamber of Commerce which drafted the bill H. R. 12229 in Congress.

Albany, N. Y.—This port has become an ocean port in earnest since the opening of the big grain elevator. In August 70 ocean vessels arrived, compared with 8 in the month of August, 1931. From Buffalo 129 canal boats arrived with grain. Flaxseed was received from Argentina and corn was shipped to San Francisco.

The weight tolerance rule which has been under suspension since it was to have gone into effect Jan. 1, 1932, has been found justified by Examiner Fuller in I. and S. No. 3654. It will apply on all carload traffic except grain, seeds, hay, straw and screenings. The tolerance will be one per cent of the lading with a minimum of 500 lbs., and for certain commodities in open cars 1½%.

A reduction of 25 cents a ton in the rate on coal from the Mount Olive and Standard district in Illinois to St. Louis is asked by the Illmo Retail Coal Ass'n of Illinois and Missouri. At a recent hearing the coal men stated that last winter 3,000 trucks carried coal from the Illinois mines to St. Louis, and one operator hauled 45,000 tons from the mines at a profit of 50 cents a ton.

The railroads in Washington have made no move to comply with the order by F. K. Baker, director of the department of public works, to reduce intrastate rates effective Sept. 5, and Mr. Baker will take up the matter with the attorney-general. Under the reduction Puget Sound ports would have the same rates on grain as from the wheat district south of the Snake River to Portland.

The railroad companies would be given greater freedom of action under a revision of the Transportation Act that will be recommended by the Chamber of Commerce of the United States following the receipt of suggested resolutions from its special com'ite that met recently at Chicago. The com'ite said: "It is the belief of the com'ite that much of the present credit difficulties of the railroads are due to excessive rigid policies of regulation. This applies both as to the existing system of control over rates, earnings, and financial policies, and to the elaborate regulation of details of railroad equipment and operation.

Houston, Tex.—The difficulty in regulating truck traffic on the highways to suppress their competition with the rails is exemplified by the injunction obtained by Anderson, Clayton & Co. large dealers in cotton, against the enforcement of the Texas law against them. This firm owns the cotton, owns the trucks and does not do a common or contract carrier business. The federal district court granted an injunction restraining the Texas Railroad Commission and highway patrolmen from interfering in any way with traffic of that company in cotton by motor truck. One of the ways of driving the trucks off the roads was the law limiting the weight to 7,000 lbs., which is unreasonably low.

Ocean freight rates on shipments from Montreal are quoted at ¾ per quarter (8 bus.) for Liverpool, 1/9 per quarter for London and Manchester and ¾ per quarter for Glasgow, September shipment. To Antwerp-Rotterdam rates continued at the low levels until late in August, 5½c per 100 lbs. being accepted, but later chartering was at 6c per 100 lbs. From Vancouver to U. K./Continent 20/- per long ton was the rate at the end of August. Since then space was booked at 21/- and a further increase was expected. On the great lakes rates advanced to 6c per bu. Fort William-Port Arthur to Montreal, but the Buffalo rate remains unchanged at 1¾c U. S. funds (or 1½c Canadian funds) per bu. of wheat. To Georgian Bay ports and Port Colborne the rate is 2c per bu.

Decisions and New Complaints

Before the Interstate Commerce Commission:

No. 24788, Kellogg Grain Co. v. C. & N. W. By division 5. Dismissed. Rates, corn, points in Nebraska to destinations in Wyoming, not unreasonable.

No. 25212, Alfred J. Poor v. U. P. By Examiner L. J. P. Fichthorn. Proposes dismissal on finding not unreasonable or unduly prejudicial rates, wheat and corn, Chapman, Kan., to Kansas City, Mo.—Kan.

No. 24834, Buckeye Cotton Oil Co. v. I. C. By Examiner A. J. Sullivan. Rates, cottonseed, carloads, points in Louisiana to Jackson, Miss., unreasonable to the extent they exceeded or may exceed 19.5 cents from Wainwright; 16.5 cents from Quimby; 21 cents from Bread Spur and Mer Rouge; 21.5 cents from Bosco and Jonesville; 24.5 cents from Chatham, and 25.5 cents from Jonesboro. The proposed finding is to be without prejudice to the findings in No. 17000, part 8, Hoch-Smith cottonseed. New rates and reparation proposed.

No. 24889, Jackson Freight Bureau v. I. C. By Examiner W. K. Berryman. Recommends finding rates, cottonseed, points in Tennessee Louisiana to Hazelhurst, Miss., were, are and for the future will be unreasonable to the extent that they exceeded, exceed, or may exceed 23.5 cents from Rossville, 19.5 cents from Clifton and Franklinton, 18.5 cents from Warner-ton, Grangeville, and Rileys, 17.5 cents from Angie, 16.5 cents from Covington, and 17 cents from Denham Springs to which may be added the emergency charges authorized in Ex Parte 103 on shipments moving on and after the effective date such charges were authorized. Reparation proposed.

Government Competition in Transportation

At the Washington hearing before the Shannon Com'ite General T. Q. Ashburn, pres. of the Inland Waterways Corporation, admitted that the company paid no taxes, no interest on government money, had free postal service and occupied its office space in the War Munitions building at Washington free of rent.

On its net worth of \$24,000,000 the federal government's barge line would have to earn a net return of \$1,200,000 at 5%, and it had failed to do so by \$1,000,000.

Representative Rich said he objected to General Ashburn running the barge line at the taxpayers' expense—he believed the operation was against the principles of American business. Why the 20 per cent differential in barge rates under rail rates? he asked. General Ashburn said because that was about all the traffic would bear, that it yielded a proper return and that the Commission had several times decided that it was about the proper differential.

General Ashburn stuck repeatedly to the requirements of the Denison barge line act when pressed as to when the government would get out of the barge business. He said Congress could change the law but that as long as it was the law the operations would continue as provided therein.

At the New Orleans hearing W. H. Hoffman, traffic manager for J. T. Gibbons, Inc., grain merchants, advised the com'ite that it was impossible to get cargo space from St. Louis via the federal barge line unless the order went thru the Farmers National Grain Corporation. Attempts had been made to book space for 10,000 bus. of oats or corn via the barge line through his broker, he said, but, after being advised no space was available, he obtained it, with immediate confirmation thru the corporation.

Insurance Notes

Columbus, O.—The Federation of Mutual Fire Insurance Companies and the National Ass'n of Mutual Insurance Companies held meetings here Sept. 26 to 28. An address was delivered by Robert D. MacDaniel, of the service department of the Grain Dealers Fire Ins. Co.

St. Paul, Minn.—The Minnesota Compensation Insurance Board on Sept. 15 authorized increases in the rates on workmen's compensation Insurance averaging 8% on nearly all classes of employers, to become effective Oct. 1. The insurance companies at a hearing in St. Paul on Sept. 1, had requested an average increase of approximately 21%, on the ground that payrolls have been substantially reduced. The Minnesota Employers' Ass'n vigorously opposed this plea with the statement that reduced payrolls also reduce risk.

Washington, D. C.—In proclaiming the week beginning Oct. 9 as fire prevention week Pres. Hoover said "The American per capita loss now is nearly double that of 20 years ago and constitutes a challenge to our efforts that no citizen can afford to ignore. It is a drain on our created resources which we should strive to eliminate, as it is largely preventable. * * * To the many organizations that have taken an interest in this subject I especially appeal that they unite on a definite plan of co-operation to the end that all citizens may be aroused to their individual responsibilities."

The Grain Stabilization Corporation began the sale Sept. 1 of the 132,000,000 lbs. of coffee received in barter from the Brazilian government for wheat. The United States government has agreed not to sell more than 62,500 bags per month, and its sales will be eagerly taken on account of the embargo on shipments from Sao Paulo since July 11, because of revolutionary activities in that province. Altho the price of coffee has advanced the gain does not offset the loss on the wheat bartered.

Michigan Ass'ns Merge

At the annual meeting of the Michigan Grain, Feed and Hay Dealers Ass'n at Lansing, Mich., Sept. 7, a com'te report recommending merger with the Michigan Bean Jobbers Ass'n was approved. The bean jobbers, whose annual meeting was held at the same place Sept. 7 and 8, also approved the merger.

A. E. Walcott, of Saginaw, sec'y of the grain dealers, was elected sec'y of the bean jobbers also, the consolidated group taking the name of the bean jobbers ass'n, with the creation of divisions to care for the new members.

Hon. M. J. Hart, member of Congress from the 8th district of Michigan and David K. Steenbergh, were the leading speakers on the program of the grain dealers.

M. J. HART, Saginaw: The federal government is carrying on a policy of "political racketeering" dangerous to the life of private business and, as extreme in many respects, as that of soviet Russia.

Millions of dollars have been appropriated for farm relief which are being wasted. If the present policies of the federal government are carried out to their logical extreme, the private grain dealer cannot survive and the government will go as thoroly socialistic as Russia.

Southern farmers increased their output from about 8,000,000 bales to 11,000,000 bales simply because the government stepped in and made loans which private loaning agencies would not make and which the farmers would not have accepted if they had not considered that they were getting "something for nothing."

The recent loans made cotton growers in the South by the federal Reconstruction Finance Corporation was an example of a bid by the administration for votes.

Present prices of cotton are extremely fictitious. The Farm Board is holding 3,000,000 bales of cotton which ought to be sold on the present rise and the department of agriculture is holding 500,000 bales. Much of this cotton probably will come on the market next year just when the cotton market will not expect it.

The leading speaker on the bean jobbers' program was Phil S. Hanna, editor of the Chicago Journal of Commerce, who came to Michigan in 1915 as cashier of the Coleman State Bank and who has served as state bank examiner. He joined in Mr. Hart's vigorous attack on government in business.

PHIL S. HANNA, Chicago: The government is spending millions of dollars enforcing prohibition and loaning millions to grape growers so more work can be provided prohibition agents. Then the department of agriculture publishes thousands of bulletins telling growers how to grow more grapes to make wine.

The Reconstruction Finance Corporation pumps government funds into banks that need money and then another governmental agency, the Veterans Bureau, sends out letters to guardians of veterans advising that they take their ward's money out of banks and put them into bonds.

The bureau of foreign and domestic commerce spends about \$4,000,000 a year to promote foreign trade and then we pass tariff laws which make it almost impossible to increase foreign trade.

The direct route out of the depression is elimination of competition of the government with private business and a drop in transportation costs. Through the government barge line on the Mississippi river an attempt has been made to take business from the railroads with a reduced rate on sugar of 10 cents a hundred from New Orleans up the Mississippi. As a result southern sugar has invaded the Wisconsin and Minnesota territory and beet sugar growers have lost a good share of their natural market. This is all a result of the government trying to do something which it should not do, and for the service the taxpayers pay \$135,500,000.

Eventually government operations in the growing of potatoes will affect the Michigan trade.

Idaho potato growers already have the benefit of government subsidy in irrigated land putting potatoes on the market so cheap that it is hurting growers in Kansas and Nebraska.

Soon Boulder Dam will come along and add 7,000,000 bushels of potatoes at a cost of production so low that it will threaten the market.

Officers elected for the ensuing year by the grain men were Thomas H. Hyslop, Ovid, pres.; Harry D. Gates, Jackson, first vice-pres.; H. R. White, Scotts, second-vice pres.; A. E. Walcott, Saginaw, sec'y-treas. Directors: G. C. Marotzke, Sebawaing; Raymond Smith, Lake Odessa; Bert Teeple, Minden City; Guy Rowell, Yale; A. D. McIntyre, Saginaw.

Officers chosen by the Michigan Bean Jobbers Ass'n are C. H. Runciman, Lowell, pres.; A. E. Walcott, sec'y. Directors: Herman Henne, Bayport; John N. McFarland, Alma, and Guy Rowell, Yale.

The Mystery Field Day

[Continued from page 279]

amusing event in which the women, after blowing up their balloons, placed them between their ankles and hopped to a distant goal. The dandy prize was a camera which was won by Miss Myrtle Holder of Indianapolis.

8. The Prohibition Race for Men, illustrated in this number, proves what a sucker W. M. Myers of Lockbourne, O., is, for he won the prize, a handsome brush and comb set. Each man had to lie on his back, feet pointed to inside of circle, and each was given a bottle of rootbeer to suck through a baby's nipple. It was a mirth provoking struggle.

9. The Four-Legged Sack Race, run by many teams of three men, in which two men had one leg, and one man had two legs in a bag, was won by the "All-Illinois" team composed of E. B. Evans of Decatur, Ill., Orrin Dowse and Eddie Rosenbaum, Jr., Chicago, illustrated in this number. Dandy billfolds were awarded the winners.

10. In the Hidden Kicks Race, the women were given 4 bags, two of which contained their shoes and two contained their feet. The bags with the shoes were fastened and thrown helter-skelter into a pile on the field and each contestant had to look into each bag until she found her own shoes and returned to goal. Mrs. Vitamin A. Nopco Jay of Chicago walked away with the honors and won a lovely chromium assorted jelly dish.

11. In the Volstead Race each man had to place his head on top of a cane and race around it 6 times in the same direction and then run to his partner 25 yards away who in turn had to perform the same crazy stunt. After following directions each contestant ran in circles acting tipsy and crazy through no fault of their own. Mr. and Mrs. Vic Jay of Chicago staggered away with all of the honors, a gorgeous negligee and a stunning set of pearl studs and cuff links.

12. The Centipede Race was humorously run by teams of six men who joined hands fore and aft between the legs. The big problem was to keep in step with the one in front. In the mad scramble some fell over and others piled up on top. The winning team was awarded six handsome and useful coat brushes. The award went to Dave Steenbergh, Milwaukee; Vic Jay, Peter Turner and Tom Bankmann, Chicago; Fred Sale and W. A. Fox, Indianapolis.

13. Mrs. Percy Goodrich of Winchester, Ind., won a hard fought lemon-tossing contest by throwing more lemons into a tipped umbrella than any other lady succeeded in doing, thereby winning a handsome jet bracelet.

14. The Stepping Stone team of Mr. and Mrs. Orrin Dowse of Joliet and Chicago, Ill., won this race while the crowd cheered the slender young lady in yellow who could keep her balance as the blocks of wood were pushed forward under her feet. The winner had to keep stepping on only the blocks which were pushed up from the rear by her escort. Many lost their balance from fright. Mrs. Dowse won an attractive salt and pepper set, and Mr. Dowse walked off with a dandy key ring case.

15. In the Marshmallow Race the contestants were allowed to pace off the jumps over four string hurdles before being blindfolded with paper bags. At the sound of the whistle the large line started, much to the amusement of the onlookers, for each jumped at a different point. There was really nothing to jump over, for the string hurdles had been dropped as soon as the contestant's head's were covered with the bags. Vic Jay of Chicago "clicked" again, and won a fine cocktail shaker. Harry Clark of Omaha went afoul on account of drinking too much Pluto, and ran in half

circles until the cheering from the crowds stopped him.

16. The Egg Throwing Contest was a scream. Teams of two men tossed eggs at 5, 10, 15, 20, 25 feet, etc., until the distance finally approximated 75 to 100 feet. At the last distance Tom Bankmann, who was paired up with W. A. Fox, caught the egg in such a way that it broke and spattered all over him, at which the large audience roared. Others were equally well decorated at shorter distances. Orrin Dowse and Eddie Rosenbaum, Jr., both of Chicago, were awarded the two fine clocks. This event began by Sam Dickey, Principal of one of the Lakewood (Ohio) High Schools, and director of these events, instructed everyone to shake hands with his partner, on the theory that they'd never be friends again.

The Mystery Field Day was a brilliant and laughable success and the Indianapolis Board of Trade deserves high appreciation. They have put a pinnacle on jolly, wholesome, amusement.



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Field Seeds

Roseau, Minn.—H. C. Habstritt is erecting a seed warehouse near his filling station.

Minot, N. D.—The Aney Seed & Nursery Co. recently suffered small loss by fire in its building.

Green Bay, Wis.—A. L. Platten, seedsman, of the Platten Produce Co., died recently, aged 71 years.

Fairbury, Ill.—Geo. Nimmo, 62, known as the "sweet clover king of Illinois," was killed on Sept. 15, when a concrete silo block fell on his head.

Junction City, Ore.—The Junction City Seed & Feed Co. Inc., has been incorporated by S. E. Mikkelsen, Carl Blirup and Jens Blirup.

Chicago, Ill.—The fall meeting of the mail order group of the American Seed Trade Ass'n will be held at the Hotel Sherman. The tentative dates are Sept. 30 and Oct. 1.

Geo. O. Smith, formerly sec'y of the Farm Seed Ass'n of North America, is now sec'y of the National League of Commission Merchants, with headquarters at Washington, D. C.

Payment of seed and feed loans will not be pressed by the Department of Agriculture until after Congress has had time to act on requests for deferred payments, announced Sec'y Hyde recently.

Cambridge, Ill.—D. O. Hinman, was re-elected pres. and manager of the Farmers Co-operative Seed Co. in a recent board meeting, at which it was decided to cut the charge for seed corn storage to 50 cents per 100 ears.

Cambridge, N. Y.—H. S. Hoard has resigned as general manager for the receivers of the Jerome B. Rice Seed Co., effective on Sept. 17. He had been with the concern for over 40 years. Howard M. Earl takes his place.

Lincoln, Neb.—A seed house is being erected for the state university by the Wilson Construction Co. at the contract price of \$21,422. It will be 40x90 ft., of brick, 2 stories high, with cement floors on steel joists.

Budapest, Hungary.—Aladar Szego, formerly manager of the export department of Edmund Mauthner, has become a partner in Fekete Bros. Wholesale Seed Merchants Co., Ltd., and will act as managing director.

Cheyenne, the new variety of wheat, in test plots supervised by the Nebraska State Exp. Sta. at Lincoln, outyielded the Nebraska 60 variety by 70 per cent, partly because of its ability to withstand the hessian fly infestation.

Provo, Utah.—The Carpenter Seed Co. has been incorporated with \$24,000 capital stock by Theodore T. Taylor, pres. and gen. mgr.; Theodore N. Taylor, vice-pres. and sec'y-treas.; Anne E. and Clara Taylor and Elma T. Haws.

Santa Rosa, Cal.—Waldo Rohnert of Hollister and Gilroy, Cal., has purchased 350 and leased 700 more, making 1,650 acres under his control, for seed growing, his experiments here during the past three years having resulted favorably.

One way of making blue-grass pastures produce more grass is to give them a chance to get a good start in the spring before being heavily pastured. Sowing a field to winter rye to provide early spring pasture saves the blue grass. Late sown rye makes good pasture.

St. Paul, Minn.—Dr. E. C. Stakman, plant disease specialist of the Minnesota Agri. Exp. Sta., urges treatment of winter rye seed to minimize damage from flag smut which was so prevalent the past season. Copper carbonate dust is one of the fungicides recommended.

Dothan, Ala.—Federal agents have arrested 16 prominent Southern Alabama residents, including four public officials and the son of a state senator, on charges of conspiracy to defraud the government in obtaining seed loans. Among those arrested were County Agents Harley B. Helms of Geneva County and Willis M. Ray of Coffey County. Federal authorities said the remainder of the thirty-nine persons indicted by the grand jury at Montgomery would appear and post bonds.

Buffalo, N. Y.—Valprize, a new red wheat, introduced by the New York State College of Agriculture in 1930, as a substitute for Forward, which was said to contain too much protein for high grade pastry flour, is finding quick favor. Resistant to certain diseases, it does not shatter, gives good yields and has stiff straw. It was exhibited this year at the state and many of the county fairs, and is claimed to have premium requirements in meeting the needs of New York millers for low protein wheat with good quality gluten to make into pastry flour.

Lafayette, Ind.—Thirty-seven Indiana counties are included in the list of seed sources of wheat, oats and barley recently distributed by the Indiana Corn Growers' Ass'n from headquarters at Purdue University here. Pure sources of Fultz, Rudy, Michigan Amber, Trumbull, and Fulhio, the best soft wheat varieties for Indiana, are included. All seed listed traces to certified seed stock and part of the fields have been certified this year. In addition to wheat, sources of Minota oats, and Spartan and Wisconsin No. 38 barley are included in the list. The two barley varieties are the smooth bearded strains of recent development which are much less annoying than the older barbed strains, and at the same time are at least as high yielding, according to tests at the Purdue University Agricultural Experiment Station.

Tests conducted during the past 10 years show that selection of seed in the field before frost has three advantages: (1) Permits getting a higher percentage of ears relatively free from dry rot; (2) it gives an opportunity to select the parent plants from which the seed ear is gathered; and (3) eliminates the possibility of frost injury. The summary of two years' tests with 20,000 ears of corn shows that the early picked seed had a higher percentage of strong germination, fewer diseased kernels and a smaller percentage of weak and dead kernels.

Regina, Sask.—Arrangements for the World's Grain Exhibition and Conference here next year are proceeding satisfactorily, according to the Agricultural Department of the Canadian National Railways. Every important grain growing country in the world will be represented. The main building has been completed and the interior is now being decorated. The preparation of 60 acres of land for a tent city is under way. Much space in the grain show building has been taken by commercial firms for the exhibition of articles and products having to do with grain and seed production and various governments are also leasing space in the same building.

Grain Men Visit Seed Farm

Over a score of members of the Chicago Board of Trade accepted the invitation of the Funk Bros. to visit their farm at Bloomington, Ill., Friday, Sept. 16.

Nearly the whole day was devoted to examination of the field plots of corn on the 27,000-acre property. The visitors saw a variety of corn that had been developed to resist the corn borer so destructive in Ohio. An interesting exhibit was a cross between Russian corn and yellow dent corn, the Russian corn being of the flint variety. The cross of the two produced a very beautifully colored ear analyzing high in protein.

A new disease of corn similar to Stewart's disease was exhibited to the visitors in the various stages of development. In this disease obstructions to the flow of the liquid nourishment of the plant are formed within and this choking causes the death of the plant without apparent outward reason. For the lack of a better name it is known as "corn wilt." It is very destructive in the areas in which it has appeared, which fortunately so far are limited. The visitors opened a lot of cornstalks affected with the disease.

A farm dinner with chicken the principal item was served the guests at Eugene Funk's farm home.

Mosaic Disease of Wheat

A 40-acre field of wheat has been completely destroyed near Salina, Kan., by a mysterious new wheat disease.

The same disease has appeared at Chapman and Manhattan, Kan., where the damage has not been so extensive.

Crop disease specialists of the U. S. Dept. of Agriculture so far have been unable to learn where the disease originated, how it spreads or how rapidly it may increase. The disease has been named "yellow mosaic," but is different from the green mosaic found on wheat east of the Mississippi River.

New Seed Trade Marks

Isbell Seed Co., Jackson, Mich., has filed trade mark No. 328,591, a bell and the letters IS, for farm, garden and flower seeds, claiming use since Jan. 1, 1882.

T. W. Wood & Sons, Richmond, Va., have filed trade mark number 325,495 for seed corn. This is a diamond-shaped outline inclosing the words "Virginia Dixie Brand Maize" imposed upon a large "W." In small letters is "Registered U. S. A." This company has also filed number 325,496 for field, garden and lawn seeds, three parallel red lines above and below a red circle, inclosing the words "Wood's Seeds."

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The Bowman Seed Co., wholesale field seeds.

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Crabbs, Reynolds, Taylor Co., clover, timothy.

KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seed merchants.

PHOENIX, ARIZ.

Capital Fuel & Feed Co., hay, alf., Berm., sor. seeds.

SEDGWICK, KAN.

Sedgwick Alfalfa Mills, field seed merchants.

WAMEGO, KAN.

Wamego Seed & Elev. Co., alfalfa & seed corn.

WICHITA, KAN.

Ross Seed Co., Kansas Grown Alfalfa.

A Phosphorus Test for Plants and Soils Discovered

A simple method for determining whether or not plants are getting sufficient phosphorus from the soil has been discovered and made public by Purdue University. Heretofore years of observation has been the only method of effectively learning whether the phosphorus content of the soil was meeting the requirements of the plants.

Under the new method the farmer slices off the plants on the soil an amount of cuttings equal to the amount of tea leaves in one good cup of tea. With his fingers he slightly crushes these cuttings, bringing the juice to the surface. Then he places them in a small bottle filled with a special chemical compound, and shakes vigorously.

If the soil contains abundant phosphorus the liquid in the bottle turns a dark blue. Medium blue indicates sufficiency, light blue indicates doubtful, and the danger line is indicated in all its stages by the range of colors from bluish green, green, yellow and other shades to the total lack of phosphorus indicated when the liquid stays colorless.

Development of the test is credited to S. F. Thornton, assistant chemist at the experiment station. The chemicals used are ammonium molybdate, concentrated hydrochloric acid, and stannous chloride. It has given highly satisfactory tests on such crops as corn, wheat, oats, barley, rye, alfalfa and several vegetables.

Phosphorus is necessary in the human and animal diet for bone building. When crops are sufficiently supplied they do better themselves and become better feed.

Imports and Exports of Seeds

Imports of seeds during July, as reported by the U. S. Dept. of Commerce, included, in pounds, alfalfa, 2,550; clover, other than red, alsike or crimson, 7,360; vetch, 152,886; grass, 386,900; against, crimson clover, 434,103; other clover, 20,733; vetch, 445,453, and grass, 541,298, during July, 1931.

Exports of seeds included, in pounds, alfalfa, 5,078; clover other than red, 920; timothy, 59,284; other grass seeds, 44,289, and other field seeds, 16,802; against alfalfa, 3,324; red clover, 1,000; other clover, 2,422; timothy, 6,505; other grass seeds, 211,442, and other field seeds, 10,324, during July, 1931.

Corn will be used as fuel by the county commissioners at Schuyler, Neb., in the court house and 62 school buildings. The commissioners adopted a resolution urging home owners to do the same to reduce the surplus.

Seed Movement in August

Receipts and shipments of seeds at the various markets during August, compared with August, 1931, in bus., except where otherwise noted, were as follows:

Receipts		Shipments	
1932	1931	1932	1931
FLAXSEED			
Chicago	18,000	76,000	1,000
Duluth	522,390	374,905	240,394
Fort William	51,588	88,355	56,154
Minneapolis	1,993,740	2,109,680	239,390
Superior	31,825	65,284	10,416
KAFIR AND MILO			
Galveston .....	.....	97,017	.....
Houston .....	.....	10,094	.....
Hutchinson	28,600	1,300	.....
Kansas City	77,000	38,500	124,600
Los Angeles	36,300	18,700	.....
St. Joseph	1,500	.....	.....
St. Louis	52,800	36,000	12,000
Wichita	3,900	.....	14,400
CANE SEED			
Ft. Worth	2,200	.....	4,400
Kansas City .....	.....	1,150	.....
SORGHUMS			
Cincinnati	1,400	1,400	.....
Ft. Worth	283,800	74,200	49,000
Louisville	3,000	6,000	.....
New Orleans	4,200	5,600	.....
CLOVER			
Chicago, lbs.	566,000	471,000	306,000
Milwaukee, lbs.	211,000	226,150	8,475
TIMOTHY			
Chicago, lbs.	6,127,000	26,581,000	79,036,000
Milwaukee, lbs. ....	.....	.....	68,170,000
.....	322,200	429,300	130,885
.....	.....	.....	13,040

Building Wheat to Resist Insect Damage

The basis of fly-resistance is related to cell sap rather than to any easily noted structural characters of the wheat plant, declared John H. Parker and R. H. Painter of the Kansas Agricultural Experiment Station, reporting to the 6th International Conference of Genetics at Cornell University on Aug. 28.

Studies of crosses between varieties of wheat which resist insects and diseases demonstrate that resistance to Hessian fly is inheritable and can be combined in the same wheat with bread-making quality, stiff straw, winter hardiness, and other desirable characteristics.

Over 400 varieties, selections and crosses of wheats have been tested in special fly nurseries and greenhouses, and classified as resistant, tolerant, and susceptible. Kanred, a susceptible variety, was used as the basis for comparison, in the experiments of Parker and Painter, who continued the experiments begun in 1918 by

McColloch and Salmon. McColloch and Salmon found that Illini Chief, a soft red winter wheat was highly resistant to Hessian fly, and that Red Winter 2132 was more resistant than Turkey or Kharkov, both of which are still widely grown.

Two of the varieties tested by Parker and Painter had no Hessian fly, compared with infestations of 41 and 44 per cent in Kanred; two other varieties had less than 1 per cent infestation. Some of the susceptible varieties suffered as much as 65 per cent.

Irrigated Soybeans in Colorado

A four year test of soybean growing in Colorado has just been completed by the Colorado Agricultural College.

The highest-yielding variety was Soysota, a brown seeded bean. Minsoy, Wea and Saskatoon, yellow-seeded varieties, and Black Eyebrow, a dark-seeded variety, also did well.



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Feedstuffs

Lincoln, Neb.—The 6th annual Rooter's Day will be held by the Nebraska College of Agriculture on Oct. 21. Results of cattle, swine and sheep feeding experiments will be made public.

Syracuse, N. Y.—This city has been selected as the meeting place for the annual winter convention of the Eastern Federation of Feed Merchants, Feb. 21-22. Headquarters will be the Hotel Onondaga.

Louisville, Ky.—The manufacture of soy bean products will be discontinued here by the Buckeye Cotton Oil Co., subsidiary of Procter & Gamble, the plant being closed. Manager E. F. Kelley has been transferred to Corinth, Miss.

Excessive rains and flood damage in North Manchuria have reduced the Manchurian soybean prospect to 70% of last year, say foreign reports. Maybe that will help the local crop, not only of soybeans and soybean meal, but of other protein concentrates as well.

A special form approved by the Federal Reserve Bank and the New York state bankers, on how to take a farm inventory and make a credit statement, is available free from the office of publication of the New York state college of agriculture at Ithaca, N. Y.

Portland, Ore.—An apple by-product will furnish dairy herds of northern California with a new food this winter. Dried apple pomace, the scraps remaining from driers and vinegar plants, has been found suitable as a substitute for beet pulp, used at present in feeding stock. —F. K. H.

University Farm, Minn.—Swine Feeders Day will be held here on Oct. 14. Reports will be given by University husbandmen on four lines of experimental work with hogs. One of these is feeding of buttermilk and skimmilk. The program includes demonstration with carcasses.

Madison, Wis.—Eleven counties in Wisconsin have organized horse breeders' ass'ns during the past year, and more horses have been bred during the past year than in any year during the past 15, according to Arlie Mucks, superintendent of the horse department of the state fair.

Albany, N. Y.—The Eastern Federation of Business Men is being organized by the Eastern Federation of Feed Merchants. The annual dues and membership fee is \$1. It is hoped to enlist the business men of the eastern states in a movement for economy in government and to combat intrusion by the government as a competitor in business.

Minneapolis, Minn.—Frank T. Hamilton of St. Paul has been elected sec'y-treas. of the Northwest Feed Dealers Ass'n, succeeding Arthur D. Johnson of Nelson, Minn., who continues on the board of directors. The change was made to have a full-time secretary, and in readiness to press legislation when the legislature convenes in January.

Rensselaer Falls, N. Y.—Frank Morrison of this city was elected pres. of the St. Lawrence County Feed & Coal Merchants Ass'n at a meeting held in Potsdam last month. Associated with him are Vice-pres. A. Sill, Masena; Sec'y Fred M. McIntyre, Potsdam; Treas. C. C. Forrester, Ogdensburg; Delegate at Large W. B. Simmonds, Gouverneur.

Washington, D. C.—Feeding trials of *Lepedeza sericea*, the perennial oriental legume hailed as an outstanding crop in the southeast, where alfalfa and clover often fail, is scheduled at the Beltsville, Md., and Arlington, Va., experimental farms of the Department of Agriculture. The demand for seed has been so great that growers have sought the high prices offered for it, rather than attempt feeding.

Lafayette, Ind.—Hay grading and marketing schools will be held in the principal alfalfa growing regions of Indiana late in October, under the auspices of Purdue University. They are scheduled for Fort Wayne, Oct. 25; LaPorte, Oct. 26; Rochester, Oct. 27; Princeton, Oct. 28. All are afternoon meetings, scheduled to teach the methods of grading and the standards commonly used by central hay markets.

The number of cattle on farms has been increasing since 1928 but the number slaughtered each year has been decreasing since 1926. Cow slaughter during the first half of 1932 was the smallest for the period in many years. If this slaughter continues small during the remainder of the year, the number of cows on farms Jan. 1, 1933, will be near the largest total ever recorded in this country.—U. S. Dept. of Agriculture.

Madison, Wis.—Seasonal gains in milk prices have resulted in a more favorable relationship between milk and feed values, according to the Crop Reporting Service of the Wisconsin and United States Departments of Agriculture. In August, one hundred pounds of Wisconsin milk valued at 83 cents would purchase 118 pounds of the mixture of grains and other concentrates usually found in a dairy ration, while in July the same quantity of milk would buy only 105 pounds of the feed. The low point for the season was reached last May when only 95 pounds of feed could be purchased with 100 pounds of milk.

Chicago, Ill.—Larger supplies of feed grains and hay are in prospect this season while numbers of livestock probably are slightly smaller than last year. By-product feed production probably will be moderately reduced. Favorable feeding ratios will encourage large consumption of home-grown feed supplies, but low cash income will restrain demand for by-product feeds. Prices of by-product feeds are now going through a seasonally weak period, influenced largely by the action of grain prices. From October to December is a period of strength in wheat feed prices in most years—Gilbert Gusler, statistician Millers National Federation.

Grain May Substitute for Hay

Grain at present prices is cheaper than hay in many sections and dairymen who are short of hay will do well to substitute grain.

Dairy cows need less roughage than is commonly supposed. They can consume larger proportions of concentrates.

A cow at the Iowa State College dairy farm was put on a very restricted roughage ration for a time to test the need of large amounts of roughage. For four months after freshening she was fed only 9 pounds of corn silage and 3 pounds of hay per day. She got from 17 to 23 pounds of grain daily and 5 pounds of beet pulp.

The grain ration consisted of 300 pounds of ground corn, 400 pounds of ground oats, 100 pounds of wheat bran, 200 pounds of linseed oilmeal, 50 pounds of cottonseed meal and 50 pounds of cracked soybeans.

On this the cow started production of 55 pounds of milk daily, which increased to 65. During the course of the year she produced 576 pounds of butterfat and 16,405 pounds of milk. She settled with calf and in every way seem to be normal, and to show no ill effects from the restricted roughage ration.

After four months, the cow's silage ration was increased to 20 pounds a day and the hay to 12 pounds. Later the silage was increased to 28 pounds a day.

Feed Future Prices

The following table shows the closing bid price each week in dollars per ton of standard bran, gray shorts and standard middlings for December delivery:

	St. Louis			Kansas City		
	Bran	Shorts	*Midds	Bran	Shorts	
Aug. 20.....	9.90	10.40	10.50	8.10	8.75	
Aug. 27.....	10.55	11.60	10.95	8.65	9.60	
Sept. 3.....	10.45	11.75	11.00	8.60	9.85	
Sept. 10.....	10.25	11.50	10.75	8.20	9.55	
Sept. 17.....	9.75	11.15	10.35	7.95	9.25	
Sept. 24.....	9.85	11.20	10.65	8.15	9.50	

*Chicago delivery.

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Attrition mills	Iron oxide
Alfalfa meal	Kelp
Beet pulp	Linseed meal, cake
Blood, dried	Meat meal, scrap
Bone meal	Mill feeds
Brewer's dried grains	Minerals
Buttermilk, dried, semi-solid	Mineral mixtures
Calcium, carbonate, phosphate	Molasses
Cocoonut oil meal	Oyster shell, crushed
Cod liver oil	Peanut meal
Charcoal	Peat moss
Commercial feeds	Phosphates, rock
Corn germ meal	Potassium, chlorid iodide
Cottonseed meal, cake	Poultry grits
Feed mixers	Salt
Feed concentrates	Sardine oil
Feeders for mills	Screenings
Fish meal	Sesame meal
Formulas	Skim milk, dried
Gluten, feed, meal	Soybean, meal
Hammer mills	Tankage
Iodine	Vegetable oil
	Yeast for feeding

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Diamonds in Your Dooryard

By TRAVELER

Repeatedly during the past two hectic years of sliding grain markets and industrial depression we have heard grain and feed men comment:

"A man's experience isn't worth a thing to him any more. The markets do not react to the same things in the same way as they have in the past. Further, he who buys his stocks of merchandise the same as always, finds the markets against him all the way." It reminds us of the comments of a certain man on the ill fortunes of a former business associate.

"Johnson ran the stock market over a period of years until he had amassed a fortune of over \$100,000," he said. "He was generally recognized as at least comfortably fixed. Not satisfied with what he had October of 1929 found him up to his ears in the market. A few months later he was on the streets, broke. He had even lost his position, which was almost the last straw to a man of his years. Don't know what has happened to him since."

"He is probably up on his feet again and going strong," we hazarded. "A fellow who can run a fortune out of the stock market and hold so responsible a position would not stay down long."

"I'm not so sure," came in reply. "While Johnson was good enough on problems that were the same as they were a decade ago, he had failed to fit himself into the new conditions that arose in the industry. His methods no longer found the right solutions. The new problems left him floundering around, uncertain, lost. Changing times require changing methods. It is doubtful if he will ever come back."

"Changing times require changing methods!" If any business has ever seen changing times, changing conditions and changing methods in the past decade, even the past two years, it is the grain and feed business. Changes have been so great that in some cases they have caused the long established dealer, depending on past experience, to wonder if two and two still make four. The trails of immediate history are strewn with the wreckage of those who could not acclimate themselves. One by one the cluttered desk, the careless records, even the sawdust box behind the stove, are falling by the wayside. Business-like offices, business-like institutions are taking their place.

A few years ago a grain elevator was a grain elevator where the farmer came to ask what he would be given for a lot of wheat or corn or oats he had to sell. With bare hands the elevator operator felt of the sample and judged its value, bidding against his competitor as to the grain were on the auction block.

Today the modern grain office has a testing table, with sampling probes and accurate means of determining weight, with moisture testers and scales for determining dockage, so that grain may be bought on a definite margin according to its market value. Elevator operators keep informed on mortgages and liens as well as the conditions surrounding the market, on how much of each kind of grain is being raised in their communities, on its quality.

Likewise elevators no longer confine themselves to handling cash grain. They have grinders and mixers, a wide variety of feed ingredients, poultry and livestock remedies and farm seeds. Posts, twine, lumber, countless other items are often included in the list of sidelines, even to gasoline, oil and tires.

Some enterprising hustlers have gone farther. They have worked up delivery routes on their own brands of feed, and have a service man traveling each route, keeping in touch with the needs of patrons and helping them with their problems.

Changing times, changing methods. Those who keep abreast profit most. Diamonds are in the dooryard of the man who studies the conditions under which he must operate and keeps up with the demands of his customers.

Feeding Hogs

By W. E. CARROLL

Feeding swine is a unique problem. The relatively small capacity of the digestive tract of swine and their capacity for rapid growth handicap them in utilizing roughages and other feeds of high fiber content. This is especially true of animals that are on full feed, such as fattening pigs and sows that are suckling litters. Even when they are not being fed for high production, swine cannot utilize coarse feeds extensively.

Because of the necessity for limiting their ration largely to concentrated feeds, special precautions must be taken to make sure that the ration fed is complete in all respects. Protein, vitamin carriers, and sometimes minerals must be added to a ration of farm grains if satisfactory results are to be obtained.

Protein is most frequently the limiting factor in the ration of swine. This is due to the fact that the common farm grains and many of the by-products that are available carry too low a percentage of protein for best results in the rations of most classes of swine. Not only is the amount of protein from these sources inadequate, but its quality is not well suited to the needs of swine. For this same reason mature seeds (such as beans, peas, and soybeans) and many by-products of the milling, starch, and oil industries (such as cottonseed meal, linseed meal, soybean oil meal, corn germ oil meal, and gluten meal) that contain sufficient amounts of protein are unsatisfactory when used as the only supplements to common farm grains. The protein of these feeds of vegetable origin does not in general supplement the protein of the farm grains well, and a ration composed of farm grains and such by-products is still lacking in certain mineral elements, principally calcium and common salt. Some of these feeds are also unpalatable to pigs.

Tankage, a by-product of the packing industry, is the most widely used high-protein supplement that is now fed to hogs. High-grade tankage contains 60 per cent protein and 15 per cent mineral matter both of which are utilized well by hogs.

The Wisconsin Experiment Station, after the completion of ten carefully controlled experiments, announced a supplement that is superior to tankage. It is composed of 2 parts by weight of tankage and 1 part each of linseed meal and alfalfa meal or chopped alfalfa hay. The authors report comparisons of this supplement not alone with the standard ration of corn and tankage, but also with the ideal combination of yellow corn and skim milk. Young pigs have been taken right from their mothers in the fall and put on these rations at 8 to 9 weeks of age. To our amazement the pigs given the combination of corn, tankage, alfalfa and linseed meal, without pasture and with no dairy by-products whatsoever after weaning time, have excelled in gains the pigs fed yellow corn and skim milk.—Circular 395, Ill. Exp. Sta.

New Feed Trade Marks

The Ohio Farm Bureau Service Co., Columbus, O., has filed trade mark numbers 319,732, 319,734, and 319,735, for poultry feeds. The first is the word "Mer-Mash," the second is "Chicalmash," the third is "Eggalmash."

Hay Movement in August

Receipts and shipments of hay at the various markets during August, compared with August, 1931, in tons, were:

	Receipts		Shipments	
	1932	1931	1932	1931
Baltimore ...	12	27	.....	.....
Chicago	3,291	4,751	253	278
Cincinnati ..	1,133	2,233	.....	.....
Fort Worth...	11	11	.....	.....
Kansas City..	7,368	9,588	1,272	3,444
Milwaukee ..	.....	36	.....	.....
Minneapolis ..	498	2,155	.....	.....
Peoria	20	1,680	.....	20
St. Louis.....	1,104	2,232	192	686
San Francisco	1,068	1,788	.....	.....
Seattle	88	110	.....	.....

Alfalfa Meal Production Remains Small

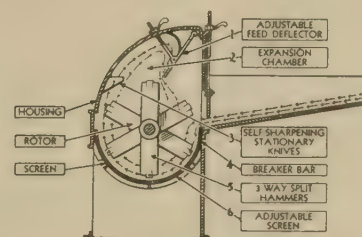
Alfalfa meal production in the United States during August, 1932, totaled 14,906 short tons, a 14% decrease compared with August, 1931, according to reports received from meal grinders by the Bureau of Agricultural Economics. This compares with the July grindings of 15,091 tons and with 17,404 tons in August a year ago and 30,570 tons in August, two years ago.

Approximately 19,632 tons of meal were in store at mills Aug. 1. This, together with the month's grindings, made an aggregate supply for August of approximately 34,538 tons. Stocks at the close of August were about 23,400 tons. Domestic consumption accounts for practically all the difference of 11,138 tons since exports have been unusually small.

Month	1932-33	1931-32	1930-31
June	14,112	23,688	31,165
July	15,113	14,954	24,680
August	14,906	17,404	30,570
September .....	.....	18,933	41,974
October .....	.....	16,944	25,959
November .....	.....	21,164	28,921
December .....	.....	19,515	26,987
January .....	.....	12,606	34,375
February .....	.....	12,521	16,564
March	10,516	14,217
April	8,747	13,095
May	9,561	12,666
Mo. average	15,546	25,098

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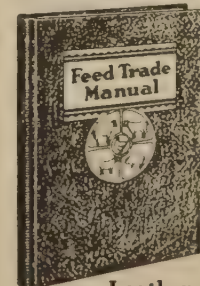
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The Feed Industry Today

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Elimination of Bad Practices.—A movement was started by the American Feed Manufacturers Association about two years ago and handled by a com'te which was headed by C. P. Clark of the Quaker Oats Co. It had for its object the elimination of certain bad practices which had been growing, such as secret rebates, repricing of orders on long-time bookings, particularly the latter. This practice had grown to such proportions that it was a serious menace to the industry. The movement was called "The Plan." Meetings were held in most of the large feed manufacturing centers of the country and a plan was worked out which was accepted by practically all of the manufacturers with whom we had made contact. The plan has worked well—contracts have been held to a 60-day basis or shorter and extensions, if made, were for only an additional sixty-day period. With the constantly declining market, which we have had, if long-time contracts had been booked as in former years, it would have meant endless trouble and probably millions of dollars in losses. Because, try as you will, it is difficult to enforce contracts in many instances on a declining market and in most cases there is no justification for the contract except the questionable one of the seller's greedy desire to sew up the business and the buyer's anticipation of speculative profits. This selling method, to some extent at least, grew out of the practice which prevailed in the South in former years of settling once a year when cotton was harvested. In many cases, contracts were made with mills that made meal and flour, in the fall after the grain harvest, for six to eight months' periods, covering practically the entire season. These mills in turn made contracts with the plantations and larger operators setting a price for the entire season—so that the entire business was planned at one time.

This practice in the South is not nearly so prevalent as it formerly was. For that reason, the only logical reason for a long time contract has disappeared. How prevalent this practice has been with the members of this Ass'n I do not know. But I feel sure that some of you at least have had experience in it and have had grief with it.

Some of you may have a local situation in which you have troubles of this nature, and I am sure that the American Feed Manufacturers Ass'n will be glad to tell you of their experiences and plans and will assist you in any way possible if you care to have them do so. Mr. W. E. Suits of the Quaker Oats Co. is chairman of the com'te.

Back to the Farm.—Probably one of the biggest factors affecting the farms of this country today, and that affects the feed business, is what we are calling back to the farm movement. Such movement has always occurred in periods of depression and the reasons why it happens are obvious.

That it is a problem is easily to be seen by the fact that in one county in Kentucky (Bell County) over 2,000 families have moved back in the last three years and the resources of the county are going to be taxed to the utmost to provide school facilities and assistance for those who have come back not sufficiently equipped for the battle they have to face.

Only about 10 per cent that are moving back to the farm are going onto land owned or recently purchased. It is estimated that 20 per cent are going back to live with either the parents of the husband or wife. The balance are just going back without any definite plan concerning prospects of success or failure in finding suitable location.

It is my opinion that the net results of this back to the farm movement will be favorable for the feed business. Especially if the higher value for farm products continues, but it is going to be a big problem and the solution is not yet in sight.

Localization of Business.—One of the chief effects of the reduced prices on all commodities, which has existed in the last three years, has been a tendency towards the localization of business. This applies to practically all lines, and particularly so to the feed business. The reason is not hard to find. Years ago most of the dairy feed that was shipped out of Ohio and Indiana, for instance, went to the eastern states and New England. Today the tonnage moving there is only a very small proportion of that which is made here. Six or seven years ago about 95 per cent of the alfalfa meal which we used in this part of the country was shipped to us from the west, particularly from Colorado. Today practically none is shipped in from there, except leaf meal of very high quality, which cannot usually be produced in this section of the country.

The shift in the source of egg supply of the four principal markets, New York, Boston, Philadelphia and Chicago, illustrates what is hap-

pening. During the first six months of this year with a decline of 19½ per cent in receipts at these markets, the South Central States showed an increase of 29 per cent, while on the Pacific Coast, eggs that have heretofore been whipping all competition, showed a decline of 32 per cent.

The principal reason for this shift is the high percentage of the price of the commodity which freight rates absorb at the present time. Bringing meal from the west on an eight or ten dollar rate was not prohibitive when that meal was worth in the neighborhood of \$40 per ton, but it is absolutely out of the question to profitably do so when the meal is selling at from \$15 to \$20 per ton, delivered—same quality meal.

In a period of heavy production or overproduction of most feed commodities, this factor of high freight rates has a great bearing on the distribution and movement of feed.

Increase Production Near Consuming Markets.—While on this subject, I want to tell you about an interesting opinion I heard advanced by a professor of Ohio State University recently as one man's ideas of the solution of the present farm problem so far as this locality is concerned—and that is that at this time, rather than cut down production, the thing for the Ohio farmer to do is to increase production. This sounds rather startling, but he based that conclusion on the things I have been talking about. That Ohio and other states, particularly in this vicinity, are favorably located as regard to big consuming markets; and that when prices are low like they are at present the people so located have a very distinct advantage as compared with others; for instance, those in the far west and California who are so far from their market and have very high freight rates to pay. In other words, he proposes a survival of the fittest, the fittest being decided by where you happen to be.

Uniformity in State Feed Laws.—I think we should all work for uniformity in state feed laws—or at least get them as nearly uniform as we possibly can. The differences in these laws and the different construction put on them by the various feed control officials, who have had the administering of these laws, has been quite a problem to any concern that did more than an intra-state business. I can remember a few years ago when you couldn't ship cracked corn into the state of South Carolina if their analyses of that cracked corn showed that it had less than 10 per cent protein. And, as all of you know, it is not possible to get an average of 10 per cent protein in cracked corn or in whole corn. Recently the state of Florida enacted a new law which requires that you buy from them a state tag through the use of which they collect the state license fee, and then print on that tag your own particular formula for each feed that you have and in a certain particular way which they prescribe. Some states have tonnage taxes, yearly license fees; some have state tags, state stamps and practically all conceivable methods of collecting the tax. And not only that, their rules in many instances are quite different and this makes it very hard in some cases to do business in various states and it costs the people of those states

money to have things in this condition. It interferes with the flow of commodities always to be desired.

Disappearance of Draft Animals.—One of the things that has greatly changed the feed business in the last fifteen years has been the disappearance of horses and mules from the city. Eighteen years ago it required 100,000 tons of feed and hay to maintain the horses and mules in Cincinnati alone. Today the requirements have shrunk to between 3,000 and 4,000 tons. At the same time, the number of horses on the farm has decreased about 30% in the last ten years, from 19,000,000 in 1920 to 13,000,000 in 1930. During the same period the number of mules remained stationary, which is about 5,000,000. The horses and mules have probably disappeared from the city for all time. There is an indication at the present time that the use of horses and mules on the farm may increase. In fact, there has been a very active demand for horses and mules recently, and mules of any quality at all have easily brought between \$300 and \$400 per span. Most of the horses that have been offered for sale recently are old and not of good type.

There is renewed interest in breeding and it is very likely that within the next two or three years we shall see a decided increase in the number of horses on the farm. Many folks have remarked that they noticed during this spring and summer a great many more horses in the field than they had noticed in any recent years. At the same time, sales of tractors were decreasing very rapidly. Interest in riding horses was on the upturn until recent conditions forced many people to forego this pleasure.

Cost of Producing Butter.—It is interesting to note that altho this year we have had an increase in the number of dairy cows of from three to four per cent, there has been an actual decrease in the amount of milk produced of about 1%. This was due to the lower production per cow which has prevailed all this season and which in turn was caused by less efficient methods of production and a decrease in the amount of concentrates fed the dairy cows, and this in turn was due to the fact that the prices paid for dairy products were so low that unless the man had most efficient producers he could not break even. Many lost money and a very few have been able to make money. A recent report of the University of Kentucky showed that even at the present low cost of feed, the most efficient herdsmen of which they had record, produced butter fat at 13c per pound and they averaged seven good herdsmen on which they kept records at 21.6c per pound, just at a time when butter fat was selling on the market at prices ranging from 12c to 17c per pound.

The last census disclosed some interesting facts. In 1920 we had in round numbers 19,700,000 dairy cows and they produced 7,800,000,000 gallons of milk, or an average of 397 gallons per cow. In 1925 we had practically 21,000,000 dairy cows, and they produced 9,198,000,000 gallons of milk, or an average of 440 gallons per cow. In 1930 we had 21,000,000 dairy cows, and they produced 11,000,000,000 gallons of milk, or an average of 523 gallons per cow.

Notice how those averages climb, 397, 440 and 523, or a gain per cow in ten years of 31%. It is my opinion that this is one of the most conclusive justifications the mixed livestock feed business, particularly the dairy feed business, that we could have. It was in this same period that the mixed feed business showed the greatest increase in volume. Not all of this in-

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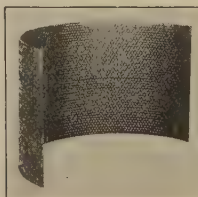
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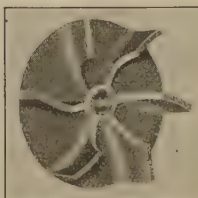
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Hammer

crease was due to feed, however; a good part of it is due, no doubt, to better production methods, better care and better type of cows, but some of it and a good part of it was due to the better feed furnished to those cows and all of us here today who have been making those feeds can justifiably claim part of the credit for the more efficient production. However, this production was not without its disadvantage. A dairyman recently said to me, "We have literally drowned ourselves in milk." This is particularly true in the last couple of years when the consumption of milk has been declining instead of increasing as it had been prior to that time. The highest production in the various sections of the country have been in the New England states and what is called the East North Central States, embracing the states of Ohio, Indiana, Illinois, Michigan and Wisconsin. This again justifies sound and advanced feeding practice as it is in these very states where such practices have been most generally in use.

We are not out of the woods yet on the dairy situation. It is estimated that this year there will be an increase of approximately 13% in fall freshening of cows and heifers. This indicates that we may have a big surplus of milk this fall. The logical thing to do, altho the farmer does not seem to be in the mood to do it, is to cull out the poorer cow and use the most efficient producers, thereby cutting the cost of production and at the same time reducing the surplus of milk so that in all probability under this practice there would be a chance to work out the problem and dairymen would be getting more for a reduced volume of milk which was costing them a much reduced expenditure.

Sooner or later I believe the problem is going to be worked out that way, but in the meantime it appears that there is a long, hard season ahead in the milk business, which in turn will reflect back on that part of the feed business. This is our problem, as we believe all of us fully realize now that the farmers' problems are our problems. We said that in years past, but in some cases it was with our fingers crossed. But I believe that the present situation has made us realize that the measure of success of the farmers in most instances indicates the measure of our success.

Governor Eugene Meyer of the Federal Reserve Bank recently said that the buying power of the farmer had been increased \$500,000,000 by the advances in the products they have to sell. One newspaper states this as a billion. Whatever the figure is, we all know that it is a godsend, not only to the farmer but everyone who has business with the farmer. So we should at all times keep in mind this fact—The farmers' problems are our problems and his success is our success and we should get behind every really constructive move that has to do with the farms of this country.

In contrast with the dairy business, the poultry business of the country is in much better shape. In fact, I believe it is in the best shape of any of the activities of the farmer.

Hens on Farms.—There is a difference of opinion as to the number of hens. One poultry journal recently published figures showing the number of hens on the farm on June 1 as the smallest in ten years. The chicks raised this year were estimated at 10% less than a five-year average. The Department of Agriculture estimates that the number of hens will be greater this fall than last, but production will probably not be any more, if as much. We do know that the stocks of eggs in cold storage are running 25% to 30% less than last year. The prices of eggs have recently advanced, practically 100%. The price of poultry products has not declined nearly as much as the price of other farm products and feed. Eggs can now be produced at a feed cost ranging from 6c to 9c per dozen.

Again the census discloses some interesting figures. Jan. 1, 1920, we had approximately 359,000,000 chickens in this country, and during the preceding year they had produced 1,654,000,000 dozens of eggs. Jan. 1, 1930, we had approximately 378,000,000 chickens, and during the previous year they had produced 2,689,000,000 dozens of eggs. An increase in 1930 of approximately 5½% in the number of chickens and an increase in the number of eggs produced of 62%. It was during these same ten years that the use of the modern scientifically balanced poultry mash was increased in enormous proportions. Back in 1920, while there were a number made, they were not generally used. In 1930 they were used almost universally. This is the justification of the mixed livestock feed industry, which I want to again call to your attention and which I believe that all of you should use whenever the subject of feed is brought up. For instance, making a comparison of the state of Ohio for the two periods, we find that in 1930 Ohio had 2,000,000 fewer chickens than in 1920, having 18,000,000 in 1930 and approximately 20,000,000 in 1920. Yet with those 2,000,000 fewer hens, Ohio produced 33,000,000 more dozens of eggs. In Kentucky the record was not so favorable, with 1,500,000 less hens they produced 11,000,000 more dozens of eggs. But this same record is a clincher for the use of mixed feeds, as Kentucky has never been as large a

user proportionately of poultry mashes as Ohio. There is approximately half as many hens in Kentucky and these should have shown approximately half as much increase in production, but they did not. They showed only one-third. The same results we believe to be procured in comparison of most any other states that you want to pick out. For instance, North Carolina, with 1,000,000 fewer chickens, produced 14,500,000 more dozens of eggs. While South Carolina, right next to it, having very largely the same conditions, with 900,000 fewer chickens, produced only 3,000,000 more dozens of eggs. South Carolina has been backward in the use of balanced rations and the figures as I see it are conclusive evidence that the use of balanced rations are most productive and profitable.

There is a greatly increased interest in turkeys at the present time. Up until the last year or eighteen months practically no turkey feeds were produced; poultry feeds were used interchangeably. Today there is a very definite demand for turkey feed and many of them are on the market.

Minerals for Poultry.—One of the major problems at the present time in regard to poultry feeding is minerals. We have been more or less groping around in the dark on this subject for many years. The problem of leg weakness has been licked and is no longer a serious one, but we still have the problem of slipped tendons, which we know is connected with the mineral balance. The opinion most generally in vogue at the present time is that the balance between calcium and phosphorus should be a ratio of two calcium and one phosphorus or a ratio of three calcium to one of phosphorus and that probably the percentage of calcium to be used should be approximately 2%, which would make the phosphorus content about .7 or .8 of 1%.

The rise in hog values recently has certainly been a blessing to the farmer. The relative prices of corn and hogs recently have shown a ratio many times of 17 to 1 as compared with the normal one of approximately 11 to 1. It is to be hoped that the spring pigs will not be rushed to market all at one time, as it may cause a serious break in the present ratio. With the present prospects for a big corn crop this fall, pigs look good to many of us.

Portable mills have recently been quite a factor in the local feed business in many sections. It is yet too early to properly value this new factor. We have reports from many men who have started out with portable mills and lasted only a short time, losing their entire investment. On the other hand, we get reports, principally from the companies manufacturing these mills, or from their representatives, showing what a handsome profit can be made. We understand the average charge is approximately 12c per hundred pounds for the grinding, regardless of the size of the screen, with a minimum charge at any one stop of 75 cents. We have heard of grinding being done for as low as 5 cents per sack.

Occasionally some professor will "rear up on his hind legs" and tell us how the farmer should not pay the feed dealer and feed manufacturers such enormous profits. In the first place, the instances where large profits were made in the feed business are extremely rare, if not non-existing. In the second place, don't forget the farmer made the most money when he was paying out the greatest amount in dollars for feed.

Side Lines.—There has been a movement, particularly in the retail business and to some extent in the wholesale feed business, to take on new lines to help pay "old-man overhead." Coal, gasoline, seeds, fertilizer, cement, lime in some cases, lumber and various other items have been added. The net gain from this, in most instances, is very slight, as such action in many cases causes the man who is in the other line of endeavor to take on feed and fertilizer, so that he neutralizes the effects of the first man in making a change. As against this, there has been noticeable sloughing off of unprofitable lines of certain companies, reducing their overhead correspondingly in some cases in a very drastic manner.

These are all phases of the present economic condition and it is very likely that when conditions are on the upturn (a great many believe they are now, but it is not yet apparent) that a good many of these experiments will be abandoned and the business men will go back to the line with which they have had many years' experience and have learned how to handle to advantage.

Advertising.—It is my opinion that advertising has a definite place in the local or semi-local feed business. The form that advertising may take depends upon the nature of the business and the way the owners operate. They may range anywhere from a simple post card to the consumer up to an extensive comprehensive newspaper, magazine or radio advertising campaign.

In the last analysis the very best possible advertising is that which you receive through word of mouth recommendations from satisfied customers. Over that type of advertising you have little control except as you exercise your ingenuity in bringing about such actions on the part of your customers. The public has a short memory. You cannot depend too much on their recalling who served them well and satisfactorily in the past. You must tell them about it and keep on telling them about it.

The acid test is being applied to every business at the present time and what our individual future fortunes are to be depends on how we respond to the test that is being made.

Dairy Building a Feature at World's Fair

Work has started on the Dairy Building and the Illinois section of the Agricultural Building at the World's Fair in Chicago, which will be held next year.

The milk white dairy building will be 167 ft. long, 114 ft. wide and support a tower 69 ft. high. A feature will be a "Fountain of Milk," with sculptures symbolizing the place held by milk in the development of civilization.

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Let the Cow Grind Roughage

Grinding roughage for dairy cows has not proved profitable. More roughage may be eaten, but the expense and effort are not justified. Further, experiments show that soaking and "predigesting" fodders, which seemed to offer promise, have not proved profitable. The ordinary cutting machine, the silo and silage, do save roughage and every stalk of corn should be saved in the silo.

The dairy cow has all the essential equipment needed to prepare and to digest feeds, says Professor H. A. Hopper of the New York state college of agriculture in cautioning New York state dairymen against spending money trying to make poor roughage as good as the best. This does not alter the necessity for feeding balanced rations, with sufficient protein supplements to maintain profitable production.

Adulteration and Misbranding

The Morrilton Cotton Oil Co., Morrilton, Ark., shipped 400 sacks of cottonseed cake found to have been infested with live weevil, webs and excreta and ordered condemned by the U. S. District Court. The product was released to the National Cottonseed Products Corporation of Memphis, Tenn., on \$500 bond that it be properly labeled.

The Frederickson Milling Co. shipped from Fremont, Neb., to St. Joseph, Mo., 400 sacks of alfalfa molasses feed declared by the Missouri State Feed Inspection Service not to have the statement of net weight on each package as required by law. The U. S. District Court released the feed on bond that it be labeled according to law.

Waterloo, Ia.—A Dairy Cattle Congress will be held here Oct. 3 to 9. The regular National Dairy Exposition has been abandoned for this year, so this Congress is expected to include many of the features of the larger show. As in the past the National Belgian Horse Show, the American Poultry Congress, International Waterfowl Exposition and a huge industrial exhibit, will be held in conjunction.

Why a Mash Feed for Hens

All the feed eaten by a fowl must be ground in the gizzard. But the hen can utilize more feed than she can grind. Pre-grinding of feeds into mash saves work for the gizzard and enables the fowl to consume larger quantities of feed.

Probably this is the reason that more eggs are produced when a part of the ration is ground and fed in mash form. Tests extending over two years at the New York Experiment Station demonstrated that 20% more feed was required for the same production when all the grain was fed whole, than when half of it was fed whole and the other half ground.

Even grinding of the mash constituents prevents the birds from picking it over. If the birds are to eat the mash readily it should be neither too bulky nor too concentrated.

Mash may be fed dry in hoppers, or wet, or both ways, depending upon the nature of the ration and its purpose. Ordinarily laying hens will consume from one-third to one-half of their ration in the form of mash.

Feedstuffs Movement in August

Receipts and shipments of feedstuffs at the various markets during August, compared with August, 1931, in tons, were:

	Receipts		Shipments	
	1932	1931	1932	1931
*Baltimore ..	2,842	2,293	.....	.....
*Chicago	23,753	26,581	79,036	68,170
*Cincinnati ..	540	270	.....	.....
†Kansas City	1,720	2,580	20,780	20,500
†Los Angeles	3,240	2,760	.....	.....
*Milwaukee ..	390	250	4,860	7,290
*Minneapolis.	1,128	1,990	27,264	42,655
*Peoria	9,623	10,040	11,365	12,144
†San Francisco	84	39	.....	.....
*Millfeed. †Bran and shorts.				

Poultry Feeds and Feeding

Departing from the standard 100-lb. bag a few manufacturers of egg mash are packing in 80-lb. bags, alleging economic conditions of customers dictate the change.

Statesville, N. C.—In connection with its feed manufacturing department the Statesville Flour Mills Co. has established what is known as the poultry and live stock extension department for experimental work, in charge of W. B. Crowson, with the co-operation of Dr. C. W. Orton, a specialist in poultry diseases. Valuable information and help will be made available to poultrymen.

Regardless of how many sources of income there may be in the development of a poultry business, the production of eggs continues to make up the major portion of poultry revenue. To get maximum results from a flock of laying hens every non-producing bird must be culled from the flock and taken off the owner's expense account. Every layer that is retained in the flock, on account of her possibilities as a profitable producer, should be kept in prime condition.

Mechanical Condition of Poultry Food Affects Consumption

Proper mechanical or physical condition of the food affects consumption. The capacity of the fowl for food is limited and must be used to best advantage if high production is to be accomplished. Adequate food consumption requires a palatable ration. It is possible to have feeds with correct analysis which are not palatable.

Hens like such feeds as wheat, kafir corn, corn, cornmeal, gluten feed, milk, and beef scrap. Blood meal, cottonseed meal, alfalfa meal, and oil meal are not so palatable. Consequently, the poultryman should greatly restrict the amount of such feeds in the ration.

Palatability depends largely upon the mechanical condition of the feed. Hardness of kernel, size of particle, stickiness when mixed with water, and bulkiness must be considered, says Cornell University in Bulletin 222. Fowls do not like a very hard kernel, nor too large particles. When mixed with water, the ration should be crumbly. Large amounts of sticky feeds should not be used.

The ration should be reasonably filling and yet be able to pass readily thru the body. A certain amount of bulk is necessary so the digestive juices can act readily.

Since hens digest little, if any, of the fiber in the ration, too much should be avoided as the fowls have to grind everything taken into the body. The fiber content of the ration should not go much beyond 5 per cent. Too much of oats, buckwheat, ground oats, wheat bran, alfalfa meal, and the like have too much fiber. The ration must not be too coarse nor too fine. Texture will affect food consumption.

The best results can be obtained when the individual approaches normality. It is entirely possible to meet all the conditions already stipulated and yet to overcome favorable influence by the presence of a toxic or poisonous substance. Injury wrought by micro-organisms in the alimentary tract of the hen would prevent the hen making the best use of the feed. Any disease would to a greater or less degree cause pathological functioning. Such undesirable physiological effects as constipation or looseness of the bowels may be caused by the inclusion of too much of certain ingredients in the ration. Some feeds, as oil-meal and wheat bran, are laxative, whereas others, as cottonseed feed, are constipating.

There must be a balance between all the parts of a ration and certain conditions must be met or it will not be complete. Unless it is complete, production will be unsatisfactory. Results obtained will probably be proportional to the completeness of the ration fed.

Plump, White Eggs Are in Demand

Style in eggs calls for plumpness and whiteness, according to observations at the Poultry, Butter & Egg Men's convention at the Hotel Sherman, Chicago, Sept. 25-27. The edict comes from the west coast.

"All eggs this year should be uniformly white and their yolks only a pale yellow," said L. B. Kilbourne, pres. of the Egg Men's association. "The deep hued shells and yolks present not half so attractive an appearance and are definitely out."

The convention agreed that the poultry and egg business has experienced two difficult years but also agreed that considerable improvement has been felt. It was predicted at the meeting that the prices of turkeys and capons for Thanksgiving and Christmas will be the lowest in years. This will be due not so much to a large supply as to an expected short demand.

With tankage at the present figures hog raisers should find it profitable feeding.

A feed merchant must be after his customers constantly in order to build sufficient volume of sales to make his business profitable.

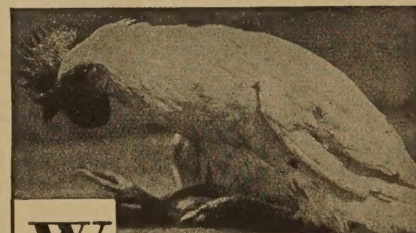
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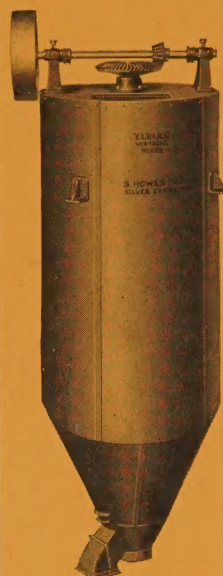
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